







CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery,  
Heating and Plumbing Trades in Canada.

VOL. XVII.

MONTREAL AND TORONTO, JANUARY 21, 1905

NO. 3

**E. MCKINSON'S**

CARVERS  
CASED GOODS  
TABLE CUTLERY

TRADE MARKS  
THE MURRAY  
THE INVICTA  
EL DORADO  
CAMBRIDGE & CO.  
ENGLAND  
SHEFFIELD

BUTCHERS'  
HUNTING &  
POCKET KNIVES

**CUTLERY.**

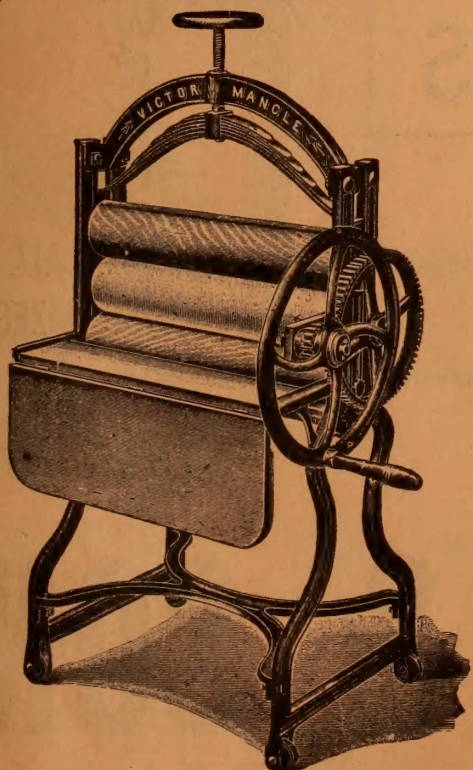
FOR SALE BY LEADING WHOLESALE HOUSES.

THE STANDARD OF THE WORLD.



Its quality has made it so.

JOHN LYSAGHT, Limited, Makers, A. C. LESLIE & CO., MONTREAL  
BRISTOL, ENG. Managers Canadian Branch.



The Supremacy

of Taylor-Forbes goods finds expression in

The  
**VICTOR MANGLE**

Our Mangles have

A STEEL THIMBLE SUNK INTO THE END  
OF EACH ROLL TO PREVENT CHECKING.  
SHAFTS PROVIDED WITH CASE-HARDENED  
ROLLER BEARINGS, SET IN STEEL SHELLS.

We are the only firm in Canada making Mangles—manufacturing every part, from the castings up. We know our product in every detail, and our guarantees are broad and trustworthy.

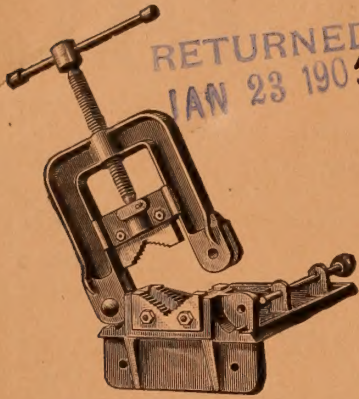
Circular, with price list, descriptive of the Victor Mangle, on request.

**TAYLOR-FORBES COMPANY,**  
The Largest Manufacturers of Hardware in Canada. LIMITED.  
**GUELPH, CANADA**

Montreal Branch :  
9 De Bresoles St.



# PLUMBERS' TOOLS



Pipe Vices.

V  
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Gasoline Torches.

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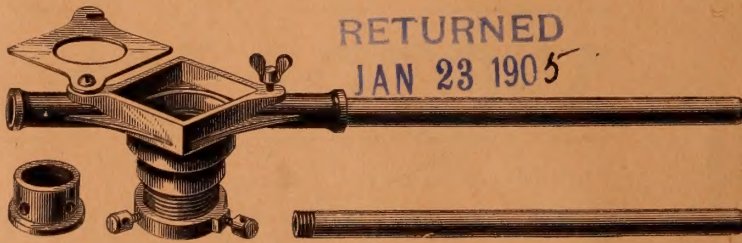
Pipe Vices.



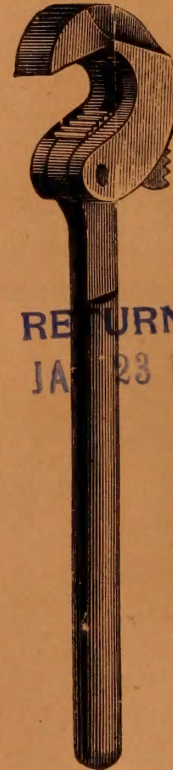
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GET OUR  
PRICES  
ON  
PIPE AND FITTINGS



Solid Pipe Stocks and Dies.



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ALL  
SIZES  
AND  
STYLES

Write for trade prices.

# RICE LEWIS & SON

LIMITED

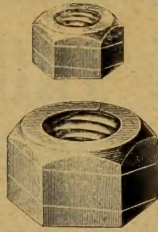
# TORONTO.

6 St. Catharines RETURNED  
JAN 23 1905  
To Owner



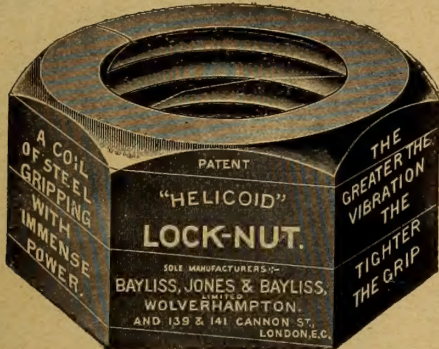
PATENT

LOCK-  
NUT.



**B**AYLISS,  
JONES AND  
AYLISS, Ld.

ARE  
SOLE OWNERS  
AND  
MANUFACTURERS



Made from 1/4 in. to 2 ins.


SAMPLE NUT AND COMPLETE LIST MAILED FREE.

Also Manufacturers of BOLTS, NUTS, PATENT TIE BARS,  
RAILWAY AND TRAMWAY FASTENINGS, IRON AND WIRE  
FENCING, HURDLES, RAILING, GATES, Etc.

VICTORIA  
WORKS:-

**WOLVERHAMPTON, (ENGLAND).**

LONDON OFFICES AND SHOWROOMS: 139 and 141 CANNON ST., E.C.

Don't forget to get our  
prices for 

**SPRING GOODS**

BEFORE BUYING

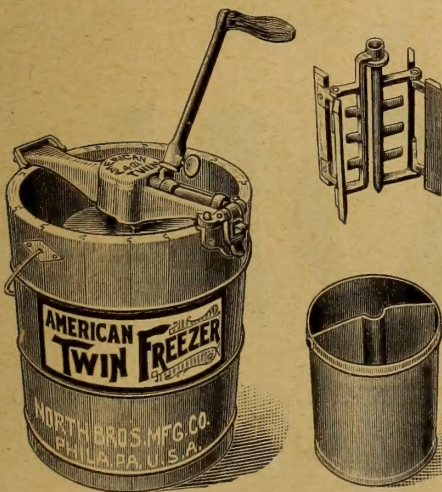
Lawn Mowers, Lawn Rakes,  
Rubber Hose. Harvest Tools.  
Shovels and Spades. Paris  
Green. Green Wire Cloth.  
Churns, Wheelbarrows. . . .

**Builders' and Lumbermen's Supplies Always  
on Hand**

**THOS. BIRKETT & SON CO.,**

LIMITED

**OTTAWA, ONT.**



**"AMERICAN" TWIN FREEZERS**  
(2 in 1)

Freezes two flavors of Ice Cream or an Ice or Sherbet  
and Ice Cream at one and same time, in one Freezer.

Something Entirely New. Never Done Before

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

**NORTH BROS. MFG. CO.**

PHILADELPHIA, P.A.

"LIGHTNING"



"GEM"



"BLIZZARD"

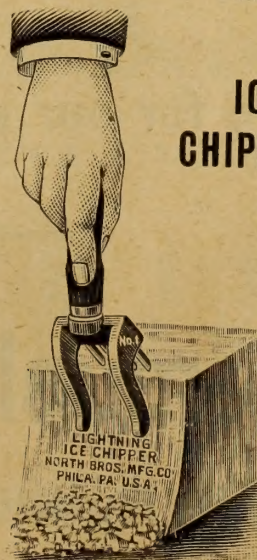


**THE BEST ICE CREAM FREEZERS**

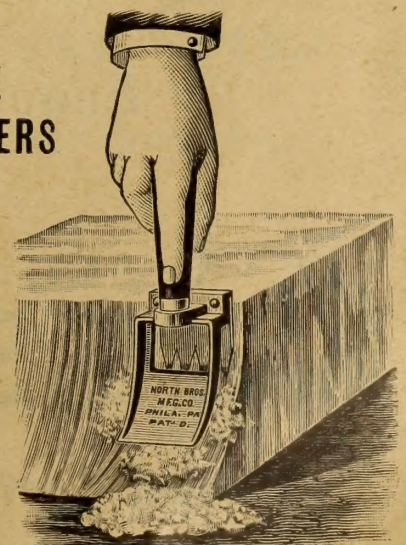
in practical use, because  
convenient, compact in  
size, use smallest amount of  
ice and salt, run easily,  
freeze quickly, produce  
smoothly frozen creams or  
desserts with little bother  
and less work.

THE ONLY FREEZERS MADE having Cedar Pails with  
Electric Welded Wire Hoops, Cans of Heavy Tin with  
Drawn Steel Bottoms, Automatic Tin Scrapers.

**ICE  
CHIPPERS**



"LIGHTNING"



"CROWN"

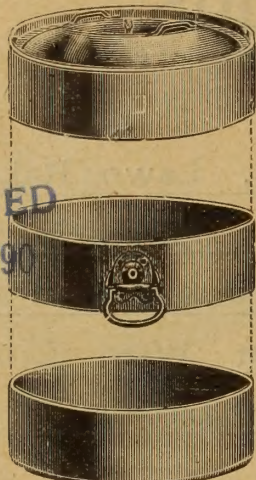


**SANITARY  
NEAT AND  
DURABLE**

# DAVIDSON'S MILK CAN TRIMMINGS

AND

## Milk Cans with Broad Hoop Patent Roll Rim Bottoms



are in use by the most progressive dealers throughout Canada, give satisfaction, and are justly entitled to their general popularity.

Our **Bound Hoop Bottom** has all the advantages of a seamless bottom, without the strain that spinning entails.

**Bottoms** can be sweated on, using very little solder.

**Bottoms** are concave, draining to the centre, and are therefore easy to wash out and will not corrode.

Top bands are shouldered, and all bands have retinned edges.

**WE CAN SUPPLY BEST QUALITY TINNED  
IRON AT LOWEST MARKET PRICES.  
WRITE FOR PRICE LIST.**



Heavy Rolled Edges make our patent bottoms doubly durable and waggon and factory floor protectors.

### IN COMPLETE SETS

"BROAD HOOP" Pattern.—  
Composed of the following:  
1 Broad Hoop Bottom, 1 Cover,  
1 Centre Hoop, 6 inches wide,  
20 gauge, 1 Broad Top Hoop,  
1 pair Cover Handles, 1 pair  
Side Handles.

The Thos. Davidson M'f'g. Co., Limited, - Montreal

# PIG IRON

Enquire for our prices before buying.

**M. & L. Samuel, Benjamin & Co.**

**503 Temple Building - TORONTO.**

English House—16 Philpot Lane, LONDON, ENGLAND.



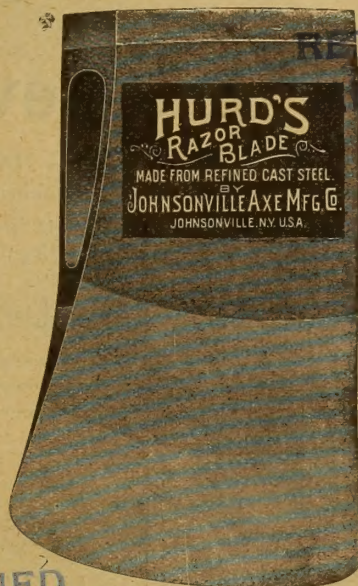
## An Invitation

**WE** solicit enquiries from Hardware dealers who contemplate changing their line this year, and dealers whose ambition it is to buy Axes right. Of the quality of Hurd's we can talk with a clear eye, but to think of the price we have set for next season makes us hot. You'll feel warm, too, when you compare them from the standpoint of quality.

**All** Patterns  
Weights  
Finishes



RETURNED  
JAN 21 1905



RETURNED  
JAN 21 1905

One  
Quality  
  
The  
Highest

# Lewis Bros. & Co.

Importers and Distributers

# M o n t r e a l

Toronto

Ottawa

Vancouver

Always address Head Office at Montreal



3 RETURNED

JAN 21 1905

To Order  
Cut Hook

Page 2

20





# GUNS, RIFLES, REVOLVERS

PLACE YOUR ORDERS EARLY

SEE ONE OF OUR REPRESENTATIVES BEFORE PLACING ANY ORDER  
CORRESPONDENCE SOLICITED

**E. F. WALTER & CO.,** 166 and 168 McGill St., **Montreal**



NO ONE

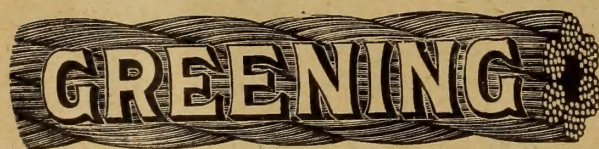
is able to point out a better WASHING MACHINE than

## The New Century

It is the most complete WASHING MACHINE ever devised—the most economical of the operator's strength, and of the fabric; also of time. Works as nearly automatically as possible. Dealers desiring the BEST Washing Machine should sell **THE NEW CENTURY**. Send for Catalogue.

THE DOWSWELL MANUFACTURING CO., Limited, - HAMILTON, ONT.

# WIRE ROPE



## "ACME" Brand

Highest grade of hoisting rope made.  
Extra tensile strength for heavy work.  
One strand painted green—look for it.

USE GREENING'S ROPE GREASE  
FOR LUBRICATION.

**THE B. GREENING WIRE CO.**  
LIMITED

HAMILTON, ONT. MONTREAL, QUE.

# NOW

IS THE TIME TO PLACE YOUR ORDER FOR

## BARB WIRE

—PLAIN—

Galvanized Wire  
Galvanized Coiled Spring  
Staples

Wire Nails, Screws

ALL CANADIAN-MADE GOODS.

**DOMINION WIRE MFG. CO.**  
LIMITED

MONTREAL and TORONTO.

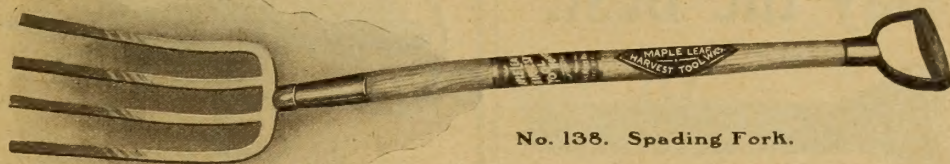


# Have You Seen Them ?

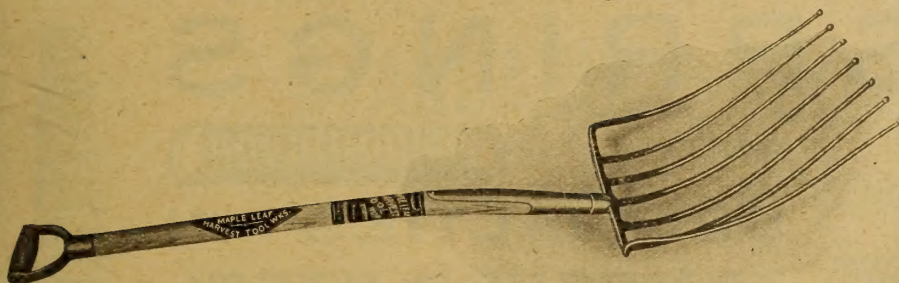
For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



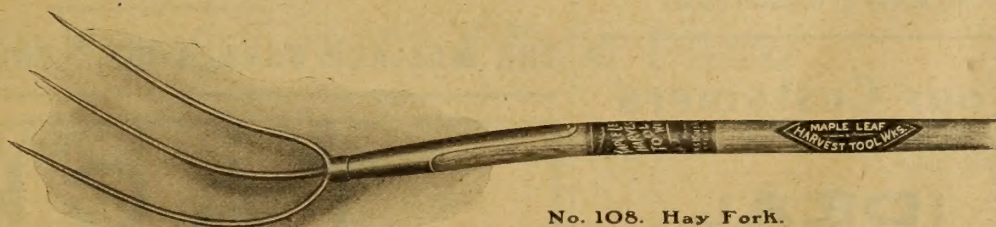
No. 122. Manure Fork



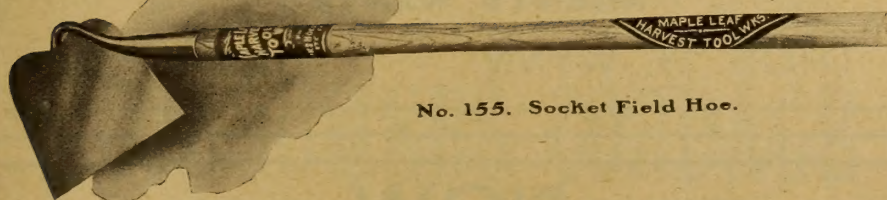
No. 138. Spading Fork.



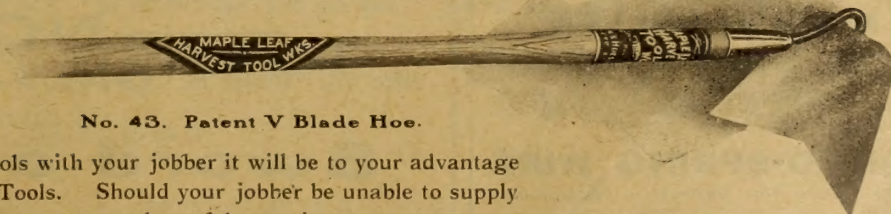
No. 243. Beet Fork.



No. 108. Hay Fork.



No. 155. Socket Field Hoe.



No. 43. Patent V Blade Hoe.

## TO THE HARDWARE TRADE—

When placing your order for harvest tools with your jobber it will be to your advantage to specify for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

# The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.



# ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Don't Forget the Name...

## NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

## Buy the Best.



# HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

## Your Customers

the farmers are looking for a strong, serviceable and durable Fence at a reasonable cost. You can supply it to them in the

## IDEAL



## A GOOD SELLER

The IDEAL is made of No. 9 Hard Steel Galvanized Wire throughout, and has many distinctive features which make it absolutely the best fence ever produced.

It pays dealers to handle fencing that gives best value obtainable. Write for our catalogue of Fencing and Gates, showing styles for every purpose.

## COILED-SPRING WIRE

and other Fence Wire unexcelled in quality, shipped promptly.

The McGregor-Banwell Fence Co., Limited,  
WALKERVILLE, ONT.

Merrick, Anderson & Co., Winnipeg, Man.  
Sole agents for Man. and N.W.T.



Steel Frame Support.

## DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

## "Maxwell Favorite Churn."

PATENTED FEATURES:

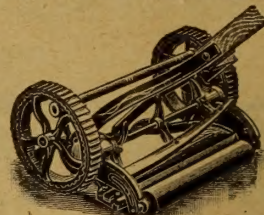
Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

## Lawn Mowers.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



## MAXWELL MOWER

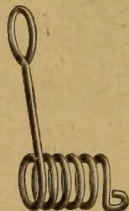
8-in. Low Wheel.

## Wheelbarrows.

In Four Different Sizes.

# SPRINGS

AND



## SPECIALTIES IN TEMPERED STEEL



THE WALLACE BARNES CO., BRISTOL, CONN.

# TACKS

Factory equipped with the latest improved machinery.

Make inquiries Get our prices

## AGENTS WANTED

THOS. H. WYNN, - - HAMILTON

## NOW

Place Your Orders for **GALVANIZED SHEETS**

AND INSIST ON HAVING

## "Sword and Torch"

Do not take "Just as Good."

FINE GALVANIZING. RIGHT COUNT.

Agent for

J. A. HENDERSON,  
Board of Trade Bldg., MONTREAL,

T. W. & J. WALKER,  
WOLVERHAMPTON



# Binder Twine

---

BLUE RIBBON, 650 ft. to the lb.

REDCAP, - 600 ft. to the lb.

TIGER, - - 550 ft. to the lb.

STANDARD, 500 ft. to the lb.

Still the Favorites of both FARMERS and DEALERS.

---

*Nothing but Select Fibre Used.*

*Skilled Canadian Labor.*

Our Twine is not only evenly spun, but is WELL BALLED.

This is very important, prevents tangling in Twine Box.

Write for prices.

**CONSUMERS CORDAGE CO., Limited**

**MONTREAL.**

Mills—MONTREAL and HALIFAX.

Established OverFifty Years.SIR H. MONTAGU ALLAN,  
President.D. LORNE MCGIBBON,  
General Manager.

# EVERYTHING IN RUBBER GOODS



ALWAYS UNIFORM  
ALWAYS RELIABLE  
ALWAYS IN DEMAND

HIGH QUALITY  
HONEST SERVICE  
COMPLETE SATISFACTION

**"Red Star"**  
Sheet  
Packing

**"Red Star"** is the original High-Grade Sheet Packing, a winner all the time.

Some of the other Packings are good Packings, but—

**"Red Star" is without a Rival.**

Write for a Free Sample.

## Sales Branches and Warehouses:

172 Granville St.,  
Halifax, N.S.

Imperial Bank Building,  
Montreal, Que.

Front and Yonge Sts.,  
Toronto, Ont.

Princess St.,  
Winnipeg, Man.

Cordova St.,  
Vancouver, B.C.

# THE CANADIAN RUBBER CO. OF MONTREAL.

## Sap Buckets and Spiles



**FLARING OR WEST-ERN PATTERN  
SAP BUCKETS**

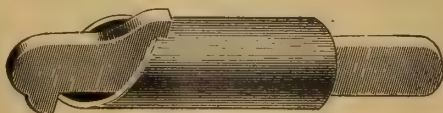
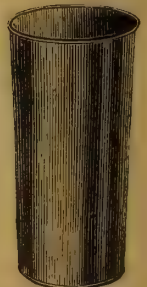
2 SIZES.

QUARTS 6 AND 10.

**STRAIGHT PATTERN  
SAP BUCKETS**

3 SIZES.

NOS. 8, 12, 16.



**E. T. PATTERN SAP  
SPOUTS**

Made from tinned steel.

WE CAN SUPPLY THE EUREKA  
SAP SPOUT IF DESIRED.

TIN PLATES IN ALL STANDARD  
SIZES AND QUALITIES.

WE WILL BE PLEASED TO  
QUOTE YOU.



**MAPLE LEAF SAP SPOUTS**

Made from bronzed steel.

## KEMP MANUFACTURING CO., TORONTO, CANADA



## Trade Between Canada and the West Indies

**A**LTHOUGH Canada has been exporting her products, including breadstuffs, lumber and fish, to the British West Indies for many years, general trade between the two countries has become a considerable item only within the last decade. Canadian manufacturers have slowly wakened up to the fact that the West Indies present an excellent market for their products and are now cultivating this trade assiduously with the result that Canada's exports to the Islands totalled over two million dollars during the past year, the imports being slightly under this figure. For 1904 the volume of trade between the two countries shows a considerable increase over that of 1903, both in exports and imports, largely owing to the preference Canada now extends to the British West Indies. Exports to Bermuda, the Windward Islands and Jamaica during 1904 were so large as to tax steamers in the Canadian service to their utmost capacity. The increase, chiefly in mill and farm products, flour, millfeeds, oats, potatoes, etc., having gone forward in large quantities. The prospects for an exchange of Canadian and West Indian commodities on a large scale were never brighter than at the beginning of 1905.

Perhaps the most encouraging feature of the situation is the very decided preference shown by West Indian merchants for trading with Canada, providing terms and facilities offered are equal to those that may be obtained elsewhere. In this connection the following extract from a recent issue of the Jamaica Daily Telegraph is significant:

"There is not the slightest doubt that Canada is one of the coming great countries of the world. There is equally little doubt that, just in proportion to the increase of its population, it will require a vastly increased quantity of tropical products. And no intelligent man in this colony will venture to question the assertion that Canada is as capable of supplying our population with foodstuffs, clothing, footwear and building materials as the United States."

### FREIGHTS.

Canada, however, has so far been at a serious disadvantage in such matters as freights. The majority of West Indian buyers are in the habit of buying in less than carload lots. Canadian freight rates to the seaboard on less than car-

load shipments are about fifty per cent. higher than carload rates, which makes the price laid down in any port in the West Indies too high to compete with the New York prices, as ocean freight appears to be based on measurement rather than on quantity, and five cases apparently take the same rate per 100 lbs. as a carload would. The only solution seems to be for Canadian exporting houses to appoint representatives in the West Indies to handle their goods, who will be able to work up orders for carload lots in each Island. Houses unable to sell a carload of stuff to any one Island or individual person might send a carload for two or three Islands con-

of goods packed in Baltimore, U.S., and surrounding districts, especially for a low-priced export trade, and comparisons have to be made between the different packs in order to understand the difference in price. Canadian canned goods can be put up as cheaply as in any other part of the world when quality is taken into consideration.

### STATISTICS.

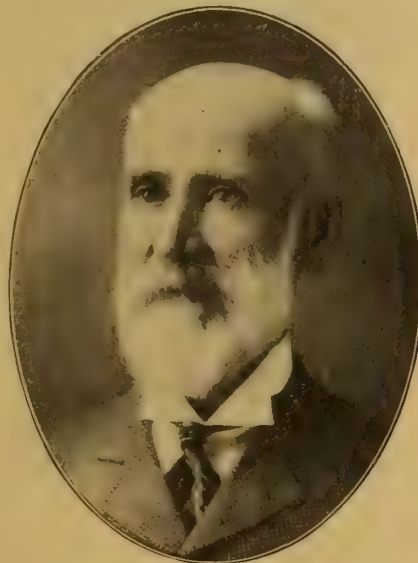
Our imports from the British West Indies for the fiscal year ending June 30, 1903, were \$1,829,330, as compared with \$1,529,170 in 1902, \$1,279,952 in 1901, \$878,617 in 1900 and \$906,405 in 1899, an increase of over one hundred per cent. in four years. By far the biggest item is sugar and molasses, the figures being \$1,094,785 and \$349,318 respectively in 1903. Cocoa beans and cocoanuts were imported in 1903 to the extent of \$91,240, and coffee to the extent of \$10,168. Fruits, including bananas, oranges, lemons and limes, for the same year totalled \$129,682; spices \$16,669, salt \$17,832 and hides \$67,201.

Canada exported to the West Indies in 1899, 1900, 1901, 1902, and 1903 merchandise to the value of \$1,752,251, \$1,698,957, \$1,925,047, \$1,950,046 and \$2,184,833. In 1903 the exports were divided approximately as follows: breadstuffs, including beans and split peas, \$239,229; grain products, principally Wheat flour, \$167,572; fish and fish products, \$944,613; coal, \$81,570; drugs, dyes, chemicals, etc., \$64,148; provisions \$179,361; vegetables, \$73,544, and wood and manufactures of wood, \$159,127.

The figures for 1904 have recently been made public. They show imports into Canada from the West Indies of \$2,815,828 and exports of \$2,179,774. The enormous increase in imports is principally made up of sugar, of which Canada now imports a large proportion from the Indies under the preference.

Canadian exports of coal are not extensive, averaging about 16,000 tons per annum. In lumber, planks, boards and shingles are the principal export, valued in 1904 at \$193,921. Of cordage the West Indies take \$25,262 of Canadian makes. Hardware proper is a small item amounting to only \$1,191. Steel manufactures stand at a little over \$3,000.

Though exports of manufactured goods are small, as the preceding figures



J. CAMERON,

Traveling representative of the MacLean Trade Newspapers, who left on Jan. 19 for a three months' trip to the West Indies.

signed to one of the Canadian West Indian Steamship Companies for export. They would then obtain the export rate and secure proper bills of lading for their goods in addition to their distribution.

A serious difficulty confronting Canadian exporters is the fact that not sufficient attention is paid to the quality of goods by West Indian merchants. A prominent Canadian canner who visited Bermuda in the Spring of 1904 claims that he found the only way to do business there was to carry samples, cut cans and compare quality. In every case where comparison of quality was made he obtained orders for Canadian goods at full prices. There seems to be a class



would indicate, yet there has been a considerable increase of late years, particularly of heavy hardware, furniture and boots and shoes. Since the revival in the sugar industry larger quantities of sulphite of ammonia have gone down to be used in fertilizing the canefields. This is one of the indirect ways in which Canada benefits by the removal of the sugar bounties. Business with the West Indies generally is steadily improving.

#### TRANSPORTATION.

Direct transportation facilities between Canada and the West Indies are provided by Canada-Jamaica Line and the Pickford & Black Steamship Co., of Halifax, the latter of which has a fleet of steamers (one of which, the "Dalhousie," is reproduced in this week's issue of Hardware and Metal) sailing from maritime ports every fourteen days for West Indian ports. Even now the service is taxed to its utmost capacity to accommodate the steadily increasing volume of international trade, and the next year or two will undoubtedly see a number of extra steamers plying between Canadian and West Indian ports.

#### TORONTO IS HEADQUARTERS.

Almost every important manufacturing and business house operating in Canada finds, sooner or later, the necessity of having offices or warerooms in Toronto. The latest newcomer is The Page Wire Fence Co. of Walkerville, who are opening an Ontario headquarters in the new Millichamp-Coyle Building, 84 Wellington street west. From these offices and warerooms the Canadian Sales Department will be operated. Mr. E. L. Dyer, the general sales manager, is in charge.

#### BRITISH CONNECTION.

Canada's foreign trade is due to some degree to British connection. This and the quality of goods turned out accounts to a great degree for its continual increase. The Ontario Wind Engine & Pump Co. of Toronto were favored just the other day with an order for two complete armotor outfits for the Imperial Government in one of the Crown colonies of West Africa. This order came entirely unsolicited, and is the result of eight years' trade with the Imperial Government in another colony in the Mediterranean which has been entirely satisfactory to the authorities. No greater compliment is needed to be paid to a company than such orders in the face of world-wide competition.

### Business Men in Parliament

G. A. Clare, M.P. for South Waterloo.

Mr. G. A. Clare has sat for Waterloo since 1900. He is a native of Preston, of German descent, and was educated in the public schools of his home town. His business training was secured in the general store of George Randall & Co., at Waterloo, where he was apprenticed as clerk, and where he served five years. Returning to Preston, he took charge of the Clare foundry, then operated by the late John Clare. In 1881, in company with his brother and Mr. H. C. Hilborn, of Berlin, Mr. Clare purchased the business, which has been conducted ever since under the



G. A. Clare, M.P.

style of Clare Bros. & Co. The firm are widely known as manufacturers of stoves, hot air furnaces, and hot water boilers. A great deal of the credit for the remarkable growth of the business is directly attributable to the business ability of Mr. Clare.

Mr. Clare has had a long and honorable career in municipal, county and national politics. For ten years he presided over the destinies of the village as reeve, and upon its incorporation as a town he was unanimously chosen to be its first Mayor. He also served ten years in the Waterloo County Council, and for one year was warden of the County.

In 1891, Mr. Clare received the Conservative nomination for South Waterloo, but was defeated at the polls by 312 votes. Notwithstanding he stuck to

his task, was defeated again in 1896 by 89 votes, but won the day in 1900, with a substantial majority of 218 votes. Last November Mr. Clare increased the lead to 365. The town of Preston seemed to put party quite aside and gave him 524 votes out of a total 579.

Mr. Clare's business interests extend to several other manufacturing concerns in Preston, whilst for the past ten years he has sat on the directorate of the Wellington Mutual Fire Insurance Company.

#### QUALITY COUNTS.

THERE is no article in general use in which quality is so important a factor as in a brush, but how few who buy one are practical enough to judge as to its value until they find out from actual use whether it is a brush that is worth the money paid for it or only a sham. To paraphrase the old song, one might as well say, "All brushes look alike to me," but when it comes to actual use, the question of maker will tell the tale every time. The most reliable test of the good brush is the maker's brand and name, and one cannot go wrong in pinning one's faith to a reliable maker's goods. Such a line is Boeckh's which are sold by all reliable stores from the Atlantic to the Pacific. In these brushes absolute uniformity in each grade is the motto, so that the user can always depend on getting the brush he wants. Skilled workmen are employed and each and every brush is rigidly inspected, and there are, therefore, no "seconds" in Boeckh's brushes. Purchasers are particularly requested in their own interests to see that each brush they buy is stamped with the name Boeckh, as this ensures receiving the genuine article.

#### CHANGE OF ADDRESS.

Readers kindly note that the Concrete Building Block and Machine Co., whose offices were at No. 265 Church street, have removed to No. 32 Church, rooms 19 and 20.

# WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT.



**CATALOGUES, BOOKLETS, ETC.**

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

**Sheet Metal Building Material.**

**A**N exceptionally attractive catalogue has come to hand from the Galt Art Metal Co., Limited, of Galt, Ontario, which deserves more than a mere passing mention. In its external appearance it is most pleasing, the cover being an appropriate art design reproduced in a salmon shade. Inside are reproduced with as near an approach to the originals as possible, samples of the firm's sheet metal products, including moulding, cornice, freize, mitre, border, ceiling, covering wainscoting, sidewall and metal siding. The printers have succeeded well in getting an accurate effect in every case. The cuts are large size and purchasers can readily estimate the appearance of the goods from the illustrations. By means of a system of numbers, the various designs have been catalogued and a telegraphic code inserted at the back of the catalogue renders ordering easy. Readers of *Hardware and Metal* should secure this catalogue for their files.

**A Striking Calendar.**

Each new year as it comes round, the Brantford Carriage Co., Limited, sends out a more striking calendar than any it has issued in the past. Their 1905 offering is certainly "the best yet" and that is saying a great deal. The birch bark effect has been retained most appropriately and on it has been reproduced the strong features of Thayendanege, or better, Captain Joseph Brant, after whom Brantford was named. The Indian's head is ornamented with feathers reproduced in the exact colors and the whole effect is most striking and artistic. The calendar is a large one and would prove an attractive ornament in any office. Mention *Hardware and Metal*.

**An Anniversary Number.**

In commemoration of the twenty-fifth year of its establishment the Canada Lumberman comes to hand this week in a splendid anniversary edition. The publishers must certainly be complimented on the scope of this number, its many excellent illustrations, the variety of its contributions and the ability of its contributors. An appropriate article on the history of the publication occu-

pies a prominent position, followed by a description of the "Lumber Industry of the Canadian Northwest," by J. L. Campbell, sketches of "Pioneer Lumbermen Who are Still With Us" (illustrated), a history of the "Lumber Industry of British Columbia," "Saw Mill Equipment of the Earlier Days," "Canada in Relation to the World's Future Timber Supply," and many other valuable articles.

**Canadian General Electric.**

Section 2 of the supply catalogue of the Canadian General Electric Co., Toronto, should prove of value to all hardware merchants dealing in electric fixtures and supplies. This section is the same in style as section one, noticed in *Hardware and Metal* some time ago. It illustrates and describes cabinet panels, fuse blocks, cutouts, fuses, etc. Twenty pages are devoted to fuse plug cabinet panels, half-tone illustrations and diagrams of several varieties being given,

besides descriptions and price lists. Eight pages are devoted to cutouts, four to rosettes, eighteen to fuse wire, fuse blocks and boxes, and eighteen to standard link fuses.

**Stover Mfg. Co.**

The 1905 catalogue of the Stover Mfg. Co., Freeport, Ill., of hardware specialties and "Ideal" goods, has been issued. This catalogue is 6x9 inches and contains 93 pages. It is fully and handsomely illustrated. Since the issuing of their 1904 catalogue several new lines have been added and these are contained in the 1905 catalogue.

The first ten pages are devoted to mops, then are illustrated their lawn brackets, lemon squeezers, many styles of tack hammers, hatchets, floor cloths, draw pulls, door pulls, shutter knobs, door buttons, screen lifts, chest handles, foot scrapers, house numbers, shelf brackets, shade roller fixtures, quilt frame clamps, harness hooks, iron and



*The Greatest Profit*

can be made from your paint department if you closely watch every avenue of possible trade.

**SHERWIN-WILLIAMS**  
**PRESERVATIVE SHINGLE STAINS**  
*(Made with Creosote)*

afford an opportunity for profit and reputation of which every S. W. P. agent should take advantage. The popular use of stained shingles for roofs and sidings makes a good demand for a first class product of this kind.

S-W. Preservative Shingle Stains combine beauty with economy. The colors are all of good tone and maximum permanency. The use of creosote gives these stains excellent preservative properties, greatly increasing the natural life of the shingles.

*Write for prices and samples on wood.*

**THE SHERWIN-WILLIAMS Co.**  
 Canadian Headquarters and Plant, 639 Centre St., Montreal.  
 Warehouses: 86 York St., Toronto; 147 Bannatyne St. East, Winnipeg.



other stands, household soldering sets, dampers, damper clips, stove pipe registers, pulleys, cover lifters, poker and sash pulleys. The last twenty pages are devoted to hinges and locks. The index is a valuable feature of the catalogue.

#### Coal Mining Machinery.

Of interest to the mining industries should be catalogue No. 52 of the Ingersoll-Sergeant Drill Co., 26 Cortland street, New York, which deals with compressed air as it is used in coal mining, including illustrations and descriptions of coal cutters, coal and rock drills, air compressors and equipment. This catalogue is the 1905 edition, is 9x6 inches and contains 125 pages. There are many illustrations of modes of operating the different compressed air devices besides illustrations of the machines themselves; and these features considered with the complete descriptions accompanying the illustrations make the catalogue a valuable one to those in any way interested in coal mining operations.

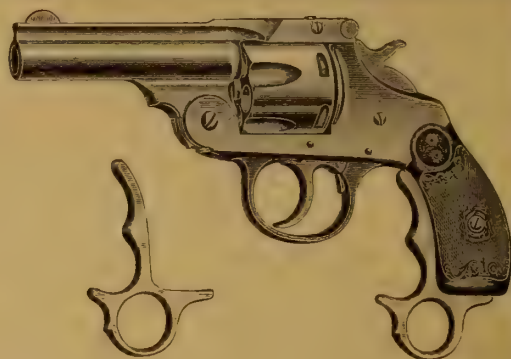
#### A Wrench Catalogue.

A neat catalogue, showing by illustrations the different actions of an automatic wrench, in which several new features are being introduced, is being issued to the trade by the Bullard Automatic Wrench Co., Providence, R. I. Among other things, they claim they manufacture the only wrench which will turn pipe on a flat surface. It has the standard range, is manufactured of the best grade of "Drop Forge Steel," and has jaws of high grade tool steel. It eliminates the necessity of using nut or screw in adjustment, and requires but the use of one hand, giving the operator free use of the other. It is a strong wrench, its strength being due to the fact that it is strengthened where most other wrenches are weakest, namely, at the angle of the upper jaw. Readers of Hardware and Metal can procure a copy of this catalogue by writing to the manufacturers.

#### Ideal Hardware.

"Ideal Hardware" is the title of a handsomely-printed catalogue, issued by the Stover Manufacturing Co., of Freeport, Ill. The catalogue means just what it concisely states in the expression ideal goods, and within its pages may be seen pictures of hardware specialties, which certainly come under the heading which they pride themselves in quoting. Such work in hardware would be hard to equal anywhere, and such taste in preparation of a catalogue may be safely stated as being unsurpassed.

## HAS A "GRIP" ON THE TRADE. IVER JOHNSON Revolver Grip.



Progressive dealers instantly recognized its value—the demand was spontaneous. As the result of extensive advertising there is already a large demand for this revolver.

Have you placed your order?

**"DON'T CARRY IT" — "WILL SEND AND GET IT" —**

**"INTEND TO HAVE IT"**



are signs that ————— point to the door of your competitor, who, being alert and keen, realizes that "New Things" impart life and activity to his business and who instantly recognizes the practicability and selling virtues of the

### IVER JOHNSON Revolver Grip

Send for new catalogue just issued — a work of art — mailed free upon application.

New York Office:  
No. 99 Chambers St.

**IVER JOHNSON'S ARMS & CYCLE WORKS,**  
FITCHBURG, MASS., U.S.A.

As they modestly put it themselves, the increasing demand for their goods is conclusive evidence that they use none but good stock and employ first-class mechanics. They recently added another large factory equipped with the latest machinery, and are producing a class of goods which seem to be becoming more popular every day.

#### A NEW LIGHT GLASS.

**M**ODERN conditions of buildings, involving the erection of business and other structures in the most crowded and restricted areas, and the utilization for business purposes, such as underground basements and deep stores, are responsible for many new inventions intended to overcome or minimize unsatisfactory conditions, prominent amongst which is bad lighting. It is claimed, and on good grounds, that the "MAXimum Light Glass" causes dark interiors to become light. This patent is a daylight increasing window glass combining lenses and prisms arranged in the form of a window glass to gather the light from the sky and to project and diffuse it into all dark and otherwise useless apartments and spaces. Therefore, if such a glass as this increases the light from five to twenty-five times, together with complete dif-

fusion, it becomes a most valuable adjunct. It is, moreover, convenient and slightly and may be utilized in the form of lead lights of various designs.

The MAXimum Light Glass is made in sheets from 42 inches high to 90 inches in length, the outside of which is formed of parallel lens bars of large radius, while the inside is formed of parallel bars placed at right angles to the lens bars. The function of the external lens forms is to to refract the light in a horizontal direction and it makes use of lateral rays which would strike at so great an angle that they would be almost entirely reflected from a plane surface. The forms of these lens is such that there is no reflection from the inner face of the prism, thus securing the emission of all rays that strike these surfaces. The function of the internal prism forms is to refract the light in a vertical direction, which, combined with the horizontal refraction of the external lenses produce nearly uniform diffusion of light in the room. All the light is gathered and utilized, there being a complete absence of glare and all streakiness of effect, which form the objectionable defects which are found in the use of ordinary Sheet Prismatic Glass. The price of MAXimum glass is only slightly in advance of the ordinary sheet prismatic glass.

# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale  
only

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

The Genuine  
"Mic-Mac" 1905 Hockey Sticks.

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Trade Mark  
Registered.

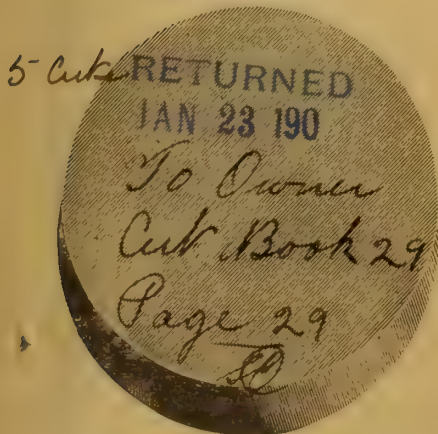
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The wood from which the  
"MIC-MAC" Hockey Stick is  
made is found in young hard-  
wood trees, which have grown  
to the correct shape in the  
woods, and trimmed carefully  
to the shape and finish which  
make it so desirable an article  
to use.

Look for the trade mark  
"MIC-MAC" when you buy  
Hockey Sticks, and if you find  
it you can feel secure in the  
sticks you get.

HOCKEY PUCKS.



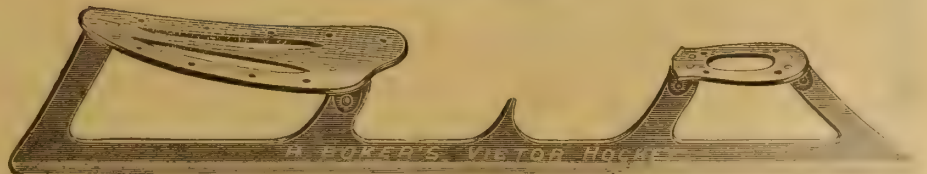
THE "GENUINE MIC-MAC" STICKS

GIVE THE BEST SATISFACTION.

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BOKER'S SKATES.



H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

Our prices are right.

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly





*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers*

"MADE IN CANADA."

Porcelain Enamel Bath Tubs,

Porcelain Enamel Sinks,

Porcelain Enamel Lavatories,

Porcelain Enamel Lipped and Plain Urinals,

Porcelain Enamel Slop Hoppers,

Porcelain Enamel Factory Wash Sinks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory :  
Port Hope, Ont.

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50 Colborne St., Toronto.

# The Morrison Folding Urinal

This neat, attractive and highly efficient urinal has been created to meet the demand for a small, convenient and handsome urinal which can be placed in any convenient place, where the cumbersome old style apparatuses are inconvenient. It is extremely simple, much more hygienic, neat, cleanly and durable. It folds up like a jack-knife blade, thus minimizing the space occupied, and preventing all possibility of emitting odors.

The urinal is made in cast aluminum, with all connections and flush attachments in heavy nickel. It offers a wide margin of profit for the dealer, and sells readily.



WRITE FOR OUR SPECIAL PROPOSITION

**The James Morrison Brass Mfg. Co., Limited**  
**TORONTO, ONT.**

# HEATING AND PLUMBING

## THE NATIONAL ASSOCIATION OF MASTER PLUMBERS AND STEAM AND HOT-WATER FITTERS OF CANADA.

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## THE PLUMBING SUPPLIES MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Jan. 20, 1905.

GENERAL business is better than it has been for a long time at this period of the year: in fact, one of the largest wholesale dealers in plumbers' supplies, stated that business was looking up all over their territory. The markets are firm in all lines, and al-

though no actual change has taken place in certain kinds of piping, an advance was expected in what is known to the trade as skelp. This was occasioned by advances in other materials, coupled with the importance attached to this one element in the manufacture of piping. The building operations all over the province, and especially in Montreal are going on with great energy. The reported advance in plumbing fixtures, while not announced, is likely to take effect almost every day. Local prices remain unchanged, and as a living evidence of great demand for plumbing supplies, it might be mentioned that there is not an idle plumber to be found anywhere.

**Range Boilers**—Steadily increasing demand has been noticed and new orders of considerable dimensions have been reported. Prices are unchanged. Prices are as follows: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—A very firm market with a strong advance maintained. We quote: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—Business was never better and large sales have been made during the week. Prices are unchanged as follows: Soil pipe, standard, 50 per cent. and 10 per cent. off list; standard fittings, 50 per cent. and 10 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 and 10 per cent. off.

**Iron Pipe Fittings**—Good prices have been available in this market everywhere and business has been active with increasing demand. Quotations are as follows: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—There are some indications of an advance in iron pipe, but it depends upon the material used, such as has been hinted at in the preceding matter. We quote: Standard pipe, per 100 feet in length under 19 feet. Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 in., \$3.65; 1 in., \$5.20; 1-1-4 in., \$7.35; 1-1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1-1-4 in., \$10.05; 1-1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in., \$5.25; 1 in., \$7.55; 1-1-4 in., \$10.55;

1-1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1-1-4 in., \$13.25; 1-1-2 in., \$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent., discount, and 1-2 to 6 in., 70 per cent. discount.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, Jan. 20, 1905.

ANOTHER meeting of the plumbing jobbing trade is to be held this week when the matter of re-adjusting the prices will be settled. The majority of jobbers are of the opinion that an advance will take place on all brass articles, baths and iron range boilers. Travelers are now on the road and a few orders are being received for boilers, baths, fittings and pipe. Retail merchants in the Lake Superior district are sending in orders for stock. As these are the only merchants who depend upon a stock-in-trade, the increase in orders is expected to be of short duration. A few orders calling for iron pipe and fittings have arrived which implies that a fair amount of repairing work is being accomplished.

**Lead Pipe**—Trade conditions continue unchanged. Demand is quiet, and prices continue unchanged. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—Quotations remain unchanged as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—A fair demand is current. Prices are unsteady, and a change is expected. We quote nominally: Malleable fittings 20 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 70 per cent.; headers, 60 per cent.; flanged and lipped unions, 60 per cent.; malleable bushings, 57 1-2 per cent.; nipples up to 6 inch inclusive, 70 and 5 per cent.

**Copper Range Boilers**—Trade is quiet. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—Trade is quiet. Prices continue unchanged. Our quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard,



\$18; extra heavy, \$20; 82 gallons, standard, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—A fair demand is noted on this week's market. The market is steady. Prices continue unchanged. Our quotations are: Black, 1-4 inch, \$2.04; 3-8 inch, \$2.06; 1-2 inch, \$2.30; 3-4 inch, \$2.88; 1 inch, \$4.13; 1 1/4 inch, \$5.63; 1 1/2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86; 3-8 inch, \$2.89; 1-2 inch, \$3.15; 3-4 inch, \$4.03; 1 inch, \$5.78; 1 1/4 inch, \$7.88; 1 1/2 inch, \$9.45; 2 inch, \$12.60.

**Solder**—Trade is quiet. Prices are unchanged. We quote: Bar solder, half and half, guaranteed, is quoted at 17 3/4c; wiping solder at 15 1/2c, and refined 16 1/4c.

**Enamelled Ware**—The following quotations on Standard Ideal enamelled ware are given: Baths, rolled rim 5 1/2 feet, 2 1/2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1/2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50.

#### Architectural Features of Toilet Rooms.

By D. Ziner, in Metal Worker

AT the present time, when a vast amount of money is being expended on architectural and engineering enterprises, it is natural that the architectural features of toilet rooms, both public and private, should be found of importance and that especial attention should be given to these features in private houses and in large apartment hotels, as well as in railway depots and public comfort stations. The details of arrangement in private dwellings are so much more simple than they are in larger buildings of a public character that more space will be devoted in this article to the latter type. These toilet rooms may be divided into two general classes, those which are purely public, such as railroad depots and public comfort stations, and others which are semi-private, being subject to more restrictions and limited as to the class of people frequenting them. This class of toilet rooms includes those in large hotels, dry goods stores and schools.

#### SIZE AND GENERAL ARRANGEMENT.

In any case the designer of the toilet rooms must exercise more than ordinary care to see that there is no place where dirt or dust can collect, and that all parts of the room are readily accessible for cleaning purposes. Whenever possible it is desirable to have the closets, urinals and basins in the same room, as

this insures more direct supervision over all the fixtures by those in charge. In cases where the funds available will not warrant the keeping of an attendant constantly in the room, this expenditure can be offset by having a bootblack in the men's toilet or a manicurist in the women's toilet. By having some one in constant attendance in the toilet room there is less liability of any disorder and an assurance of more cleanliness. In many railroad depots and municipal public comfort stations a system of pay toilet rooms has been inaugurated which solves the problem of keeping the room clean at a minimum expense. These pay toilets are small rooms about 6 x 7 feet, with marble partitions extending 8 feet high. Each has a closet and wash basin, and is furnished with a mirror, soap, clean towels and brushes, for which people as a rule are willing to pay the small fee charged, usually a nickel. These fees not only pay for soap and towels, but also go a long way toward paying for the services of an attendant.

#### DECORATIVE FEATURES.

To most of the craft it will be needless to suggest that every precaution should be taken to so arrange all parts of the room that there will be no waste space, yet ample room be provided for all people using the toilet. The floors should be laid with a dull white tile. These tiles can be readily flushed with a hose and are not slippery, while the color denotes cleanliness. A wainscot of glazed tile should be used, these walls extending up about 7 feet and being joined to the floor tiling by a quarter round tile, so that no corners are left for the lodgment of dirt. There should be no elaborate decorations on the side walls. Simple mirrors, set in metal frames and securely attached to the side wall, will be sufficient for decorative purposes. The mirrors are also both useful and ornamental when placed at the back of wash stands, and where a double row is placed down the centre of a room two mirrors, set back to back between the wash stands, are very attractive and make use of space which would otherwise be wasted.

#### TYPE OF FIXTURES.

The fixtures in public comfort stations and other places of similar character should be of the automatic flushing type. In hotels, dry goods stores, etc., their use is attended by too great a waste of water, and, as most of the people using the conveniences will probably flush them, automatic devices can be dispensed with and the usual type of apparatus can be substituted. The urinals should preferably be of one piece of earthenware, with a trough outlet. If the expense of these is too great they

## BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not got them, write direct to

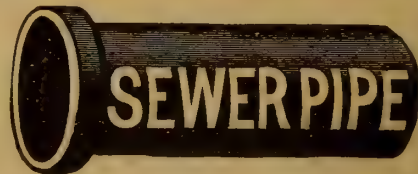
**E. THORNE**

768 Craig Street  
MONTREAL

29 Melinda Street  
TORONTO

**... FULL STOCK ...**

## Salt Glazed Vitrified



**Double Strength Culvert Pipe  
a Specialty.**

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT.

TORONTO, ONT.

ST. JOHNS, QUE.

## JARDINE PATENT PIPE DIES

**Make Hard Work Easy.**



The Herbert Jones Co., Steamfitters, Hamilton, Ont.  
say:—With this Die one man is quite capable of accomplishing what formerly took two men to perform.

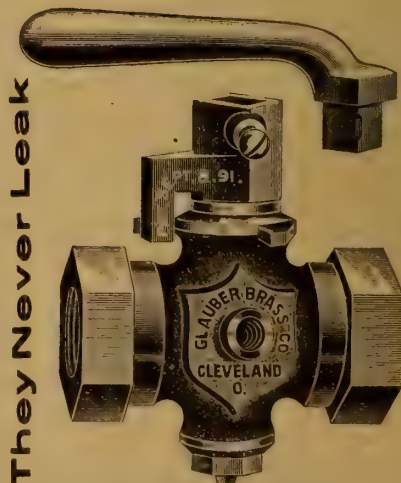
**A. B. JARDINE & CO.**

**Mfrs. TAPS and DIES.**

HESPELER - - - ONTARIO

## GLAUBER

**GUARANTEED**



They Never Leak

Always Work Easy

**BEST IN THE WORLD**



THIS IS OUR BRAND

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You Want It.

See that You Get It.



THIS IS OUR TAG.



BLACK AND GALVANIZED.

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Have you  
tried it?

Tried what?

SELLING  
MANTELS.



This is in your line of business, and it will  
pay you.

The Batty Stove & Hardware Co  
76 YORK ST., TORONTO.



Kerr's "Copper Alloy" Disc  
GLOBE VALVES

are superior to any other disc valves on the  
market for high steam.

This is a very superior valve, at a moderate  
price.

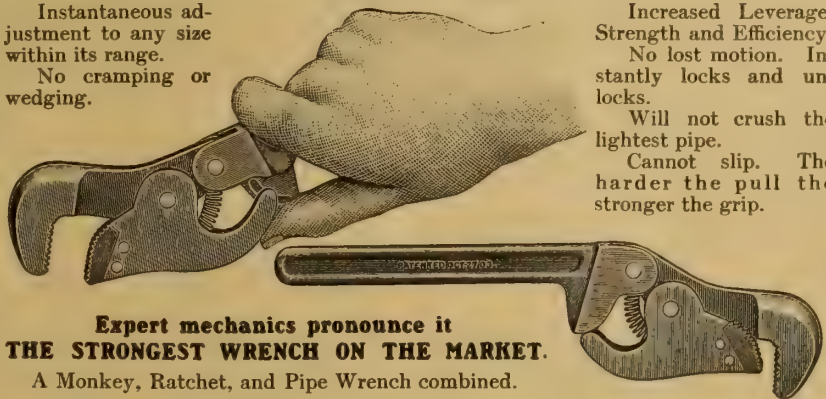
The KERR ENGINE COMPANY  
MANUFACTURERS LIMITED  
WALKERVILLE, ONT., CANADA

## THE BULLARD AUTOMATIC WRENCH

PATENTED OCT. 27, 1903

Instantaneous ad-  
justment to any size  
within its range.

No cramping or  
wedging.



Increased Leverage,  
Strength and Efficiency.  
No lost motion. In-  
stantly locks and un-  
locks.

Will not crush the  
lightest pipe.

Cannot slip. The  
harder the pull the  
stronger the grip.

Expert mechanics pronounce it  
THE STRONGEST WRENCH ON THE MARKET.

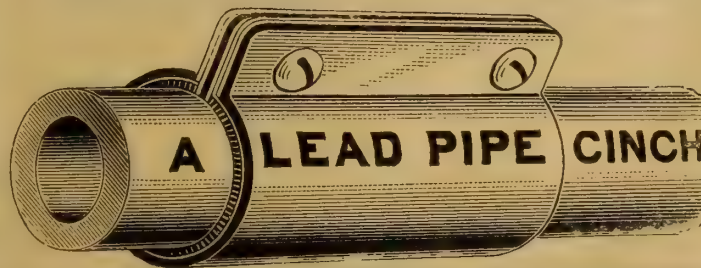
A Monkey, Ratchet, and Pipe Wrench combined.

Sold by all Jobbers in United States, Canada, and Foreign Countries.

Manufactured only by

BULLARD AUTOMATIC WRENCH CO.  
PROVIDENCE, R. I.

WRITE FOR BOOKLET  
AND PRICES.



Smith's  
Pipe Patch

SAVES TIME & MONEY

PLUMBERS' CHARGE

Plumbers, 1/4 day - \$1.00

Helper - .50

Solder - .25

Charcoal - .15

Smith's Pipe Patch - \$1.90

Amount saved - .25

Amount saved - \$1.65

Send for GREEN BOOK of Hardware Specialties.

UTICA DROP FORGE & TOOL CO.

Mfrs. of Nippers and Pliers.

206 BROADWAY, NEW YORK CITY.

Canadian Sample Room: 215 Coristine Bldg., MONTREAL. ALLEN C. JENKING, Canadian Manager.

SMITH & HEMENWAY CO.

Mfrs. of Cutlery and Hardware Specialties.

## HEAT THE WATER QUICK

and you save fuel. It is a fact which we are  
ready to demonstrate to any dealer's satisfac-  
tion that

THE ECONOMICAL  
HOT WATER BOILER

by its peculiar construction heats the water  
quicker and more economically (hence its  
name) than any other hot water boiler made.

BOOKLET WILL SHOW HOW.  
AGENTS WANTED.

P. GIES, Founder, BERLIN, ONT.





can be made of slate or marble, with a continuous water sheet flowing over the back. All of these are perfectly sanitary, although the first is preferable. The basin should be of a simple design, preferably in one piece, and either of enameled iron or pottery, as the exigencies of the case may demand. All the supply pipes should come from the back, and the basin wastes should also be carried to the back to avoid cutting the flooring and to obviate the danger of breaking the pipes through carelessness.

#### VENTILATION OF SCHOOL AND INDIVIDUAL TOILETS.

To leave out adequate means of ventilation would be to neglect one of the important features of the work. This in most cases is best accomplished by exhausting the air from the room with an exhaust fan. In case a blower system of heating is in use a separate system of fans must be designed for the toilet rooms so that none of the vitiated air is returned to other portions of the building through the heating system.

The same general features are applicable to schools, but while the fixtures will not be so elaborate more care should be taken to use automatic apparatus to provide against stoppages and overflows. The same general remarks apply to office buildings, except that in some cases it may be more desirable to have but one toilet room on a floor, those for men on all floors of even numbers and for women on floors with odd numbers. This permits of using larger rooms, with a single soil stack serving the entire building, and warrants taking a larger space for the stack well.

Small or individual toilet rooms in all classes of buildings mentioned, except public comfort stations, should be designed from the same standpoint as those in private houses. If possible, in every case there should be windows which permit the entrance of direct rays of the sun. If this cannot be done the place should always be kept well lighted. More money is being expended each year on bath and toilet rooms. It therefore behooves every one having to do with this branch of the building trade to note well each new improvement and try to bring before the public all ideas in this line that are meritorious.

#### A New Gas Burner.

Medicine Hat Heating and Plumbing Company, of Medicine Hat, Assa., are placing upon the market a new gas burner which will be called the F. N. & B. burner. The noteworthy point of the new burner is that it economises the consumption of gas and costs a third the price of other burners of a similar nature.

#### Building Permits.

##### TORONTO.

Mark Fisher & Sons, office building, No. 84 Bay street, \$30,000.

E. Whaley, dwelling, Roxborough street east, near Chestnut Park place, \$7,750.

Canadian Horse Exchange, stable, Nos. 60 to 61 Jarvis street, \$3,800.

Mayell & Co., factory, Dufferin street, near King street, \$10,000.

Jones & Moore Electric Co., alterations to factory, No. 296 Adelaide street west, \$2,500.

E. Cannon, dwelling, No. 375 Manning avenue, \$2,000.

Jas. Burford, dwelling, No. 8 Vermont avenue, \$2,400.

H. G. Paul, dwelling, College street, near Lippincott street, \$2,500.

W. A. Cotton, dwelling, corner of Dovercourt road and College street, \$4,500.

J. Stark & Co., dwellings, Dufferin street, near Lindsay avenue.

#### MONTREAL.

J. A. Murray, St. Hubert street, one dwelling, one store, \$1,800.

S. Rucci, Labelle street, one dwelling, \$1,500.

Theo. Corbiel, Magdaline street, two dwellings, \$3,200.

T. Gundreau, St. Lawrence street, alterations to dwelling and store, \$2,000.

#### Building Notes.

A handsome structure, costing \$20,000, will be erected in the near future by the Catholic Club of Winnipeg.

W. N. Lailey, architect of Brandon, has completed his plans for the erection of a new drill hall in that place.

A conflagration swept over a portion of Neepawa, Man., Jan. 12, and destroyed buildings to the value of \$50,000.

It is rumored that a large tourist hotel will be erected in Vancouver in the near future.

A new church is likely to be built on the corner of Royce and Perth avenues, Toronto, in the Spring.

R. E. Smith, furniture dealer, Moncton, N.B., purposes erecting a large warehouse in that city.

The Western Star Lodge, No. 10, I.O. O.F., of Vancouver, will erect a two-storey brick building containing stores on the ground floor and a large hall above.

A committee appointed by the Dovercourt Presbyterian church, Toronto, are taking steps to erect a new church.

A hotel, costing \$3,000,000, will be erected in Montreal by Montreal capitalists.

#### REGULATION OF GAS MANTLE LAMPS.

By G. A. McKay.

IN all localities where illuminating gas, both the natural and the artificial, is procurable, are to be found lighting devices which use in some manner or other a mantle suspended over a bunsen burner. They all work on the same general principle, and are alike susceptible to certain injurious influences that render them at times almost unsuitable for anything but an object at which to hurl maledictions, but with a little care and attention, they can be made to always give entire satisfaction to their users.

The lamp, as it could be called, most commonly used, affords no means of regulating the glow of gas, and very often, owing to insufficient pressure, too little gas is admitted to the burner. This condition is indicated by the mantle burning bright only at the bottom, half-way up its length, or possibly up one side, with the balance of the mantle a brownish color. To remedy this, remove the gallery or upper portion of

the burner, being careful to lift it off gently, in order that the mantle may not be damaged or entirely destroyed, and unscrew the top piece of the bunsen tube, which can be done in most cases with the fingers. Then enlarge the small openings in top of lower part of the bunsen very slightly. At this point, it is necessary to caution anyone attempting this, not to enlarge these openings too much, as such a condition leads to effects equally as deleterious as the fault in process of being remedied. It is better to enlarge the openings gradually, trying the burner and mantle on each time, not forgetting to make a new adjustment of the air shutter upon each trial, until the light is burning satisfactorily.

Too great an allowance of gas will result in the mantle becoming black, starting at or near the top and spreading downward. This is caused by the accumulation of carbon upon the inside of the mantle, and if not remedied, will result in such a weight of carbon accumulating as is sufficient to cause the mantle to break from its support at the top. If detected in time, this condition may be remedied by opening the air shutter to its fullest extent, and turning the gas cock half off. This exactly reverses the conditions which caused the carbonizing of the mantle, and results in its removal.

Very often a burner that has been giving satisfaction for months, gradually begins to show a falling off in illuminating power. It will generally be found that this is due to an accumulation of dust over the top of the lower portion of the bunsen burner. This can be removed by carefully lifting off the gallery containing mantle shade, etc., and blowing vigorously into the bunsen. If that is not sufficient, remove upper piece of bunsen, wipe off the top of the lower piece, and clean out the openings with a needle or pin.

Another, and less common, though very perplexing source of complaint, arises from the placing on the burner of a new cap mantle, in which the little wad of batten, that usually accompanies each one, has become pushed up under the wire gauge. When placed on the burner in this condition, the mantle

## SPECIFY



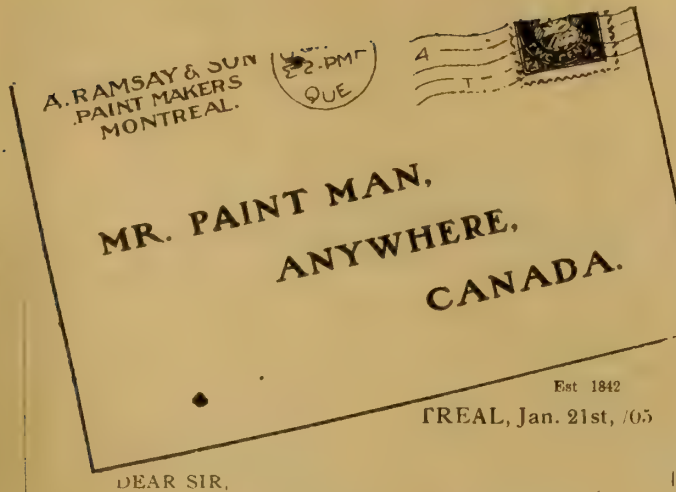
## INJECTORS

**PENBERTHY INJECTOR Co.,**  
LIMITED.

BRASS MFRS.

Windsor, Ont.





DEAR SIR,

There is money in the Paint business, and we want to help you get some of it. In helping you, we help ourselves, of course. We sell you paint at the right price—not cheap stuff, but pure paint—guaranteed and sold everywhere, giving satisfaction always.

We give you nice show cards, nice colors, nice tins. Above all we give you quality in the tins, and we give you quantity also.

You have the customers, but you must please them. You can get your price if you have the right paint.

**RAMSAY'S PAINTS** will please them and the price will be right. Would you like us to tell you about it?

Waiting your reply.

Yours truly,

**A. RAMSAY & SON COMPANY.**

## To Manufacturers' Agents:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

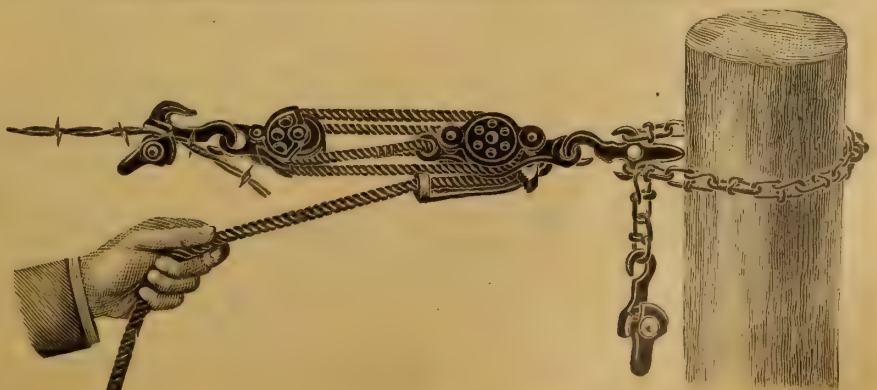
**HARDWARE AND METAL**

Montreal and Toronto

## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



**WILCOX MFG. CO. OF ONTARIO, Limited**



## A 100. Doctor

Many a household can have its sink, closets and drains cleansed and made thoroughly sanitary through the free use of

## Gillett's Lye

The good use of this knowledge by the salemen will multiply the dealer's daily profits.

**E. W. GILLETT COMPANY, LIMITED**  
**TORONTO**

**WATERPROOF**

The roofing that is absolutely waterproof is the only one that you should consider for your building. Tin and galvanized iron roofs rust and corrode, causing leaks; and shingles are also unsatisfactory on this account, and because of their inflammability.

**REX FLINTKOTE ROOFING**

is treated with our own compounds that make it waterproof and fire-resisting. It is used on thousands of factories, farms and dwellings in the United States and Canada. Anyone can lay it.

Our book, which we will send free, together with samples, will give you valuable points on roofing.

**J. A. & W. BIRD & CO.,**  
19 India Street, Boston, Mass.

**"LOOK FOR THE BOY" ON EVERY ROLL**

NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER

# MAXIMUM LIGHT GLASS

Should not be confused with ordinary Corrugated or Prismatic Glass. Involves new principles of daylight. The Only Daylight-Increasing Window Glass Combining LENSES and PRISMS.

No dark rooms or buildings where this Glass is used. A perfect white light on dull days. Dark interiors always made light. Prices slightly in advance of ordinary Sheet Prismatic. Samples sent on application.

Send for descriptive booklet.

**HOBBS MANUFACTURING CO., Limited, LONDON, ONTARIO**

Glass Importers and Manufacturers

## THE WAGGONER EXTENSION LADDER

is now almost too well known to need description. Its special features are

**Shortening** down to half length for easy setting up or for storing away.  
**Strengthened** by a high carbon steel rod or wire let into a groove at the back of each side rail. Patented.  
**Light** because the strength is got from the steel wire—not from weight of timber.  
**Handy.** It may be used at any length from half to full length.  
**Safe.** Our patent safety steel lock **cannot fail** in any point, nor can the ladder snap off in use.

**NOTE.**—We are giving special terms of payment on goods bought early—drafts payable June 1st, instead of at one month, our usual terms. It will pay you to put in a fair stock, assorted, to have them on hand when your customer wants them in a hurry. Write for circulars and price list. Discounts are quoted in Market quotations of Hardware and Metal.

## The Waggoner Ladder Co., Limited

### London, Ont.

Western dealers please write to E. H. BRIGGS & CO., WINNIPEG, our Western distributors.



We make Electric Fixtures, Sockets and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

## PAGE FENCES Wear Best

It is the fence that has stood the test of time—stands the heaviest strain—never sags—the standard the world over. In future Page Fences will be painted WHITE, which is an added protection against rust in addition to the galvanizing. Order through our local agent or direct from us.

THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Toronto, Montreal, St. John, Winnipeg. 205

will not work satisfactorily, no matter what adjustment is made at the air shutter. This condition results in a slight escape of gas into the room, and is usually indicated by a smell of burning cloth, thus denoting the presence of the batten, which becomes more or less singed. The remedy is obvious.

### MACHINERY AND ELECTRICAL NOTES.

A. R. McDiarmid and J. Clark, both of Winnipeg, intend erecting a large modern planing mill.

An export lumber mill with a daily capacity of 200,000 feet is to be built on the Clayognot Sound, west coast of Vancouver Island.

A new electric power house is to be erected in the vicinity of Sarnia tunnel in connection with the hauling of trains through the tunnel.

Kingston Locomotive Company, Kingston, have received the contract for the construction of four engines for the Temiskaming and Northern Ontario Railway.

It is rumored that R. Robertson and J. A. MacMillan, of Nelson, B.C., and C. J. Clayton, of Victoria, propose erecting a large steel industry in the vicinity of Nelson.

A. Mowry, a machinist of Moncton, N.B., recently succeeded in perfecting a new kind of nut lock upon which he secured patents in England, United States and Canada. His rights have been purchased for \$14,500.

### GERMAN ESSAY ON CEMENT.

In June last the Prussian Ministers of Public Works, War, Agriculture and Trade and Industry, the Imperial Secretary of the Navy, and the German Society of Portland Cement Manufacturers, issued a call for a prize competition of scientific essays on the chemical processes which take place during the hardening of hydraulic cements. The competitors are given until December 31, 1906, and prizes amounting to 15,000 marks (\$3,570) are offered.



This design a guarantee of quality

### Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS

STRONG, TOUGH AND STIFF

SAMPLES AND PRICES  
GLADLY SENT.

## CANADA PAPER CO.

TORONTO LIMITED MONTREAL



THE  
MOP  
THAT  
THE  
SUN  
NEVER  
SETS  
ON

### USE HOT WATER

if you want to remove dirt—your customer knows this.

With a

## TARBOX SELF WRINGING MOP

the HOTTEST water can be used because the hands need never be wetted. Your customers will certainly buy.

Order Tarbox Mops from your wholesaler.

## TARBOX BROS.,

## Toronto.

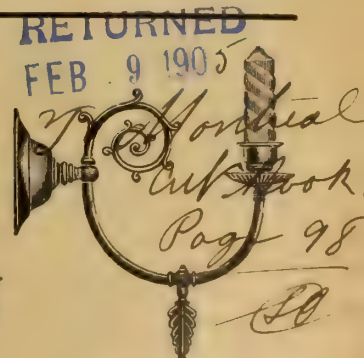


No. 120, Gas Bracket, without candle, 80c.

### GAS BRACKETS AT LOW PRICES



No. 122, Gas Bracket, \$1.10.



No. 123, Gas Bracket, without candle, \$1.00.

These prices net to the trade only.

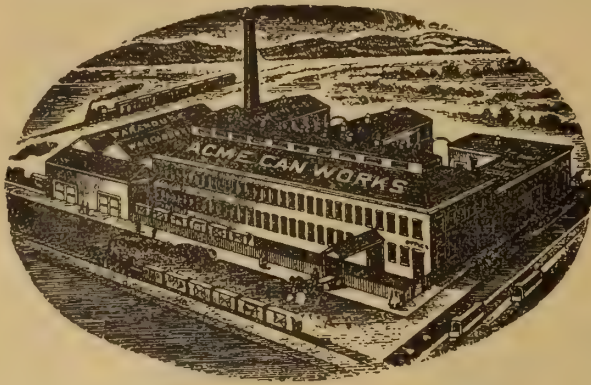
Send for bulletins Nos. 10 and 11 for others.

Everything in gas supplies and everything electrical.

## The Sayer Electric Co'y, MONTREAL

10-14 Beaver Hall Hill





**When in Need of Cans, Serve Your  
Best Interests and Consult Us.**

## Acme Can Works

make the largest as-  
sortment of any fac-  
tory in America of  
**TIN CANS** by the  
latest up-to-date automatic machinery.

We are the only makers in Canada of  
**KEY-OPENING MEAT CANS, POULTRY CANS.**

They are our specialties.

Manufacturers for Canada of

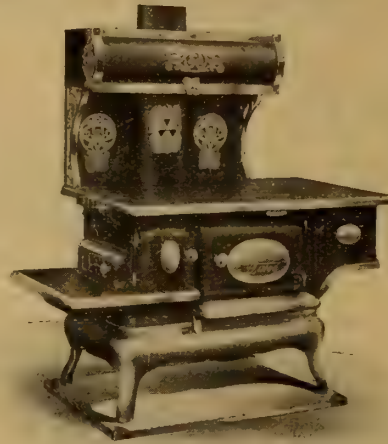
### Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable	}	Cans	}	Lard, Syrup, Butter	}	Pails
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## ACME CAN WORKS

Ontario Street East, - - MONTREAL, P.Q.



**Economy** is a point the dealer can urge in the  
strongest fashion when selling an

## Empire Queen Range

The draft devices are scientifically and mechanically  
perfect. The fuel consumption is under perfect control.  
There need be no waste consumption.

### Economy Efficiency Appearance

are our three watchwords.

**AGENTS WANTED**

**The Canadian Heating & Ventilating Co.**

OWEN SOUND, ONTARIO. Limited

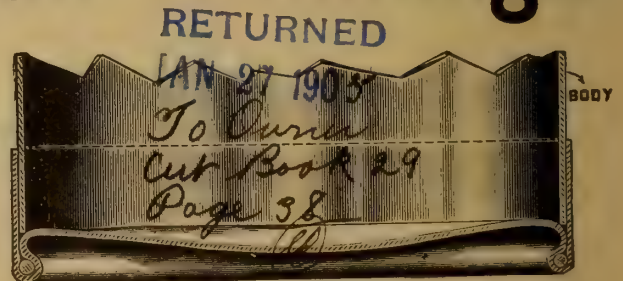
# "Samson" Milk Can Trimmings.

**Strongest, neatest, most sanitary  
and only one-piece bottom made.**

Has no seams or rivets to cor-  
rode and collect dirt.

Every bottom in each size is of an  
exact diameter. Being stamped out with  
a die—not spun—there can be no variation as in  
a bottom made in several pieces.

Requires less solder and work in putting  
together than pieced bottoms—also wears longer.



Section of "Samson" Milk Can Bottom.



PATENTED, JULY 23, 1900.

## The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

**"EVERYTHING FOR THE TINSHOP."**



# HARDWARE AND METAL

**President:**

**JOHN BAYNE MACLEAN,**

**Montreal.**

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R'd. Johnson, Clapham & Morris, Manchester, Eng.

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Western Wire and Nail Co., London, Ont.

Page Wire Fence Co., Walkerville, Ont.

## THE WESTERN HARDWARE CONVENTION.

WESTERN readers do not need to be reminded that the Winnipeg Bonspiel is close at hand. The usual influx to the city of country merchants is expected, and the wholesale houses are looking forward to an added impetus to their business and to an opportunity to meet their customers personally.

To the retail hardware merchant of the West the semi-holiday week is, this year, a particularly important occasion because of the meeting in convention of the Western and Manitoba Retail Hardware and Stove Dealers' Associations. It is now nearly six months since these Associations were organized, and the approach of the first annual conventions finds them in a fairly prosperous condition. Considering the short time which they have been before the trade of the

West, and remembering that there has been no organizer in the field to canvass the merchants of the West, the spontaneous response to the call of the executive is very gratifying. However, there are still many bona fide hardware merchants in Manitoba and the Territories who have not yet joined the Association, and their co-operation is invited in order that the movement may be a complete success.

Mr. Hardware Merchant of the West, are you coming to this convention? The time is opportune, for this is the quiet season in the retail trade. Perhaps you have not joined yet; perhaps you are skeptical as to the benefits of such an Association. If so, come and investigate. A half hour's chat with any hardware man in Winnipeg will convince the most skeptical that the Association has been the commercial salvation of the Winnipeg hardware trade. Every Winnipeg hardware merchant believes in the Association idea and can explain just why he is so enthusiastic. A heart-to-heart talk with his brethren in the hardware trade in Winnipeg, we are convinced, would persuade the most skeptical merchant between Winnipeg and the Rocky Mountains that he cannot afford to keep outside this movement.

The formation of this Association now when the Western trade is in its infancy is a matter of prime importance. The complete success of the movement will mean much for the future of the Western trade. Now is the time to get behind the movement and shove. Are you coming to the convention, Mr. Hardware Merchant?

## PROSPECTS IN HEAVY HARDWARE.

NEVER in the history of Canada have the prospects for industrial expansion been so good as now. Evidence of this progress is seen on all sides, and every one in touch with iron and steel conditions in Canada, which for the most part indicate a country's industrial state, are willing to predict great things for 1905.

The harvester machinery manufacturing firms have, probably, more orders on hand now than ever before. This means that there will be an increasing demand for rivets, burrs, bolts and nuts during the year; and wholesale hard-

ware dealers and heavy hardware jobbers are of the opinion that prospects for these lines during 1905 are particularly bright. It is reported by some dealers that there is almost certain to be an advance in bolts and nuts before long. Advances were made on the American market in December, and it is thought by some that an advance on the Canadian market is in the natural course of events. However this is speculative.

Manufacturers either buy their heavy hardware, such as bolts and nuts, rivets, screws, nails, etc., direct from jobbers or through the retailers in their own town. Now manufacturers and contractors will be buying even more heavy hardware this year than they did last, and therefore there is a chance of the local retail hardware dealer increasing his business with manufacturers and contractors in his district if he is aggressive. This is a field which has to be exploited before substantial returns can be expected, and therefore the hardware man, if not already on the right side of the local manufacturers and contractors, should "butt in," to use a common expression, and explore the field.

## AN IMPORTANT TRIP.

ON January 19, Mr. John Cameron, representing the Maclean Trade Papers, left Canada for the West Indies. He will make a thorough canvass of the Islands in the interests of the circulation department and at the same time will carefully investigate West Indian conditions.

Mr. Cameron has had a long and honorable connection with the Maclean Trade Papers and is well known all over Canada. His thorough acquaintance with the papers and the trades which each represents eminently fits him for the duties which lie before him.

We have brought this matter to the attention of our readers, not from any desire to magnify the importance of what we are doing to extend the interests of Canadian trade, but simply to let our merchants and manufacturers know that Mr. Cameron is willing to be of the utmost service to them.

Should any of our readers desire to have Mr. Cameron make investigations



for them, or do any work of a like nature, they might write to the nearest office of this paper and Mr. Cameron will be instructed accordingly. Do not hesitate to make use of us.

### NOT A HAPPY COMPARISON.

HON. MR. MACKAY, Minister of Crown Lands in the Ontario Government, who has been doing some of the best work in Northern Ontario for the Government in the present campaign, is not altogether happy in a recent speech in his comparisons of ministers of agriculture in Conservative and Liberal regimes. He pointed out that the Liberals had placed the Department of Agriculture in the hands of farmers and not in the hands of brewers and others. This was an unkind hit at Sir John Carling, the head of the London brewing firm of that name. Sir John Carling, when as plain Mr. Carling, was really the father of agricultural education in Canada. He laid the foundations for our present system, which has done so much to build up the wealth, particularly of the Province of Ontario, but also of the entire Dominion. He was one of the most useful men in the Dominion Cabinet in its later days, but even his own party did not know or appreciate his valuable services.

### THE SHIPPER'S RESPONSIBILITY.

WE would like to impart a little instruction to the retail trade on the question of shipments by freight, and at the same time to make a suggestion to the jobbers. When a shipper has made a shipment by freight, ex warehouse, or f.o.b., at point of shipment, and has received the transportation company's receipt therefor, his responsibility for the safe delivery of the goods ends. This is a fact of which the consignee is apparently oblivious, or else he forgot it. The moment any hitch occurs, he immediately holds the shipper responsible, and appeals to him. As a result, shippers are inundated with requests and demands which should by rights be addressed to the transportation companies.

Of course, the wholesale houses must, in self-defence, take up these claims and fight them out with the railway companies in the interests of their custom-

ers. But very often much annoyance and loss of time would be saved were the purchaser of the goods to make application to the transportation company at the receiving point.

As an assistance to purchasers, shippers might do well to consider the following suggestion. In sending out invoices of goods shipped, include a copy of the bill of lading, showing the date of shipment, and full particulars. The consignee, receiving such a document, has in his hand full evidence that the transportation company has the goods, and he knows just how long they have been in transit. He need not, therefore, unnecessarily accuse the shipper of delaying shipment, or hold him responsible for the non-delivery of the goods.

At the bottom of all the trouble, lies the carelessness of the railway companies. They are responsible for the de-

A gentleman who has been traveling through Western Ontario in a letter written from Hamilton, January 15th, says: "It strikes me that one can go into a hardware store and as reasonably expect to get HARDWARE AND METAL there as ten-penny nails, and likewise be as sure of getting THE CANADIAN GROCER in a grocery store as a pound of tea."

lays and accidents which may befall shipments, and until they improve their methods and strive to accommodate their patrons better, the trouble will continue. Still, the consignees of goods would relieve shippers very considerably if they would handle cases of delay or loss themselves.

### RURAL MAIL DELIVERY A MENACE.

WE have always been opposed to the principle of free rural mail delivery. We have taken this stand on the ground that it would unduly increase the opportunities of the big city mail order houses to injure the trade of our country stores. This in itself is a sufficient reason why no such system should be introduced into this country.

There is another, and an even stronger reason. Rural delivery is an accomplished fact in a considerable portion of the United States and what has been the result? The expenditure in maintaining the service has grown far out of all proportion to the receipts. The

country has in fact saddled itself with a system which is constantly clamoring for more money to keep it alive. Within a few years, expenditure has leaped from one million to thirteen million dollars.

Even this might be overlooked, were it not that a most pernicious principle is involved. The system has become nothing more nor less than a political agent.

The rural postmen are, of course, government appointees and government supporters. They cover the country districts thoroughly, and they know everybody. They are in a position to do many favors, and they do them. By degrees they are working up a formidable influence in their district, which can be used to immense advantage by the politicians.

So far as the mail carriers are concerned the scheme works both ways. They curry favor with the people on the one hand that at election times they may influence votes. They hold up the government on the other hand for increased pay. One instance is known where a mail carrier obtained a contract for \$800. Next year he asked \$1,200, and got it. The third year he actually held the government up for \$1,800.

As sure as the system is introduced, it will breed just this kind of trouble. In the United States they would now like to get rid of it. Can we in Canada afford to make the experiment?

### BRASS MANUFACTURERS AT HOCKEY.

The game between the Jas. Morrison Brass Mfg. Co. and the J. F. Brown Furniture Co., of the Western Manufacturers Hockey League, Toronto, was played off on Tuesday evening, January 17, resulting in a score of 6 to 2 in favor of the brass manufacturers. The game was keenly contested from start to finish. The excellent combination on the part of the winners, coupled with good support from the defence, enabled them to take the offensive during the major part of the game. The winners lined up as follows: Goal, Cann; point, Howard; coverpoint, Hewitt; forwards, W. Morrison, F. Morrison, Hortop and Scott.



## IMPROVEMENTS IN THIS PAPER.

FOR several years the publishers of Hardware and Metal have sought to make this paper cover the widest possible area of usefulness without curtailing its value to any one class of subscribers.

A development of this aim was the "Machinery" department in the paper. Recognizing the value of our metal markets to the average metal-working manufacturers a persistent attempt, extending over several years, was made to constitute the paper a medium of general value to machinery users.

As is the case in nearly all such instances, success was attained in much greater degree in the subscription canvass than in the securing of advertising.

As the publishers studied the situation in the hope of finally making the paper just what it should be to get the desired support they were more and more convinced that the end sought—to develop a paper which should be the recognized Canadian authority on machinery matters—could be best attained by the starting of a paper quite distinct from Hardware and Metal, yet which should follow out the work started in the Machinery Department of that paper.

For some months we have been at work to this end. This week we are in a position to announce the culmination of this effort in the shape of the first number of Canadian Machinery and Manufacturing News.

The first issue of the new publication was issued last week, but was held back for a week until the Post Office Department were prepared to accept its circulation as bona fide and beyond criticism. The paper was mailed on Monday, Tuesday and Wednesday, the total edition being 9,000 copies.

Every subscriber of Hardware and Metal except exchanges, duplicates, etc., should have received a copy.

This development leads to a change in Hardware and Metal, namely, the discontinuance of the machinery department in that paper.

To offset this Canadian Machinery will be sent free till the end of 1905 to all paid-up subscribers to Hardware and Metal. At the same time much energy will be devoted to the improvement of other features of that paper.

Mr. Fred. Fisher, a member of the staff of the Cockshutt Plow Company, of Brantford, has been moved to Ottawa to represent the firm in that city.

## A NOTABLE GATHERING.

A UNIQUE Canadian convention was held from January 2nd to 9th by the Canadian Rubber Co., of Montreal at their executive offices in Montreal.

This was a gathering of all the company's branch managers throughout the Dominion for the purpose of discussing mutual interests, and undergoing a course of instruction at the hands of the company's manufacturing experts.

Stenographic reports were prepared giving each day's proceedings and every participant in the discussion received a copy.

One of the company's officials from the Pacific coast traveled over 5,000 miles to be present, and many of the other "pilgrims" cheerfully overcame similar distance obstacles.

The convention was originated by Mr. D. Lorne McGibbon, the forceful general manager of the Canadian Rubber Co., and was a marked success in every way. At the conclusion of the convention all who participated were royally entertained by Mr. McGibbon at a dinner and theatre party.

## GURNEY FOUNDRY COMPANY DINNER.

A FELICITOUS wind-up to a three days' conference was the dinner at the National Club, Toronto, Thursday evening last, when the heads of departments, office staff and salesmen of the Gurney Foundry Co., Limited, to the number of about sixty, sat down as the guests of the president, Mr. Edward Gurney.

The tables were arranged in the form of the letter E, communication around which was kept up by a miniature trans-continental railway winding its devious way from Halifax at one end to Vancouver at the other, taking in the branch offices of the company on the way, the local managers being seated opposite their respective towns, while at Toronto station opposite the host, a capital representation of a cupola operated by electric lights, fans, and tissue paper blazes, turned out the stoves, heaters and radiators that absorbed the energies of those present. This ingenious idea was supplemented by the amusing favors in the shape of toys, taking off the characteristics of the donees. Some of these hit the mark so well as to be the cause of much merriment.

The first course was served shortly after 7.30, and it was nearly nine when the host arose to propose the health of the King, remarking at the time the advantages of the monarchical form of

government. The toast was right royally received.

Mr. Gurney proved himself an ideal host, and wise toast master as in felicitous terms he welcomed his guests recalled their faithful services in the year just past, spoke of the necessity for all to work together and finally by expressing an unalterable determination to confine all speech makers to five minutes. This ruling, judging by the applause with which it was received, was a most popular one.

The other speakers of the evening were Vice-President Carriek, Mr. Holt Gurney, Mr. Lockhart, Mr. Drew, of Winnipeg, Mr. Horsman, of Calgary, Mr. Lightfoot, of Vancouver, Mr. Caron, of Halifax, Mr. Bremer and Mr. Helliwell, of Toronto, and all expressed their loyalty to the firm and their confidence in the future.

During the evening songs were rendered in excellent voice by Messrs. Bagley and Gibson.

Before Auld Lang Syne brought the gathering to a close a vote of thanks to Mr. Gurney was heartily carried on the motion of Messrs. Simpson and Carriek. Mr. Gurney responded feelingly.

## PERSONAL AND TRADE NOTES.

Mr. N. L. Paterson, of the Paterson Mfg. Co., Toronto, was a visitor in Hamilton this week.

Mr. Booth, of the Corbin Cabinet Lock Co., New Britain, Conn., was a visitor to Montreal this week.

Mr. Francis, of the Francis-Frost Paint Co., Toronto, is taking a business tour over Western Ontario this week.

Mr. Jas. Munro, wire manufacturer, New Glasgow, N.S., intends establishing a branch manufacturing plant in Winnipeg.

Mr. R. B. Cherry of Sergeant & Co., New York City, general hardware dealers, was in Montreal this week calling on the trade and reported business booming.

Mr. Dwight W. Grover, vice-president of the Keystone Emery Mills, Frankford, Philadelphia, Pa., was a caller at the Toronto office of Hardware and Metal this week.

Mr. Edgar W. Wilkinson, who has for some weeks been in Canada representing Harrison Bros. & Howson, manufacturing cutlery and silversmiths, Sheffield, Eng., left for England via New York this week.

Mr. Hudson, of Russel & Irwin, New Britain, Conn., manufacturers of builders' locks, etc., was a visitor in Montreal this week. Mr. Hudson reported that his firm was getting their share of the Montreal trade.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 50.)

## QUEBEC MARKETS.

Office of HARDWARE AND METAL,  
232 McGill Street.

Montreal, Jan. 20, 1905.

### Hardware.

**EVERYTHING** is in full swing now, and commercial men are sending in orders which indicate the general prosperity of the country. In some lines there is just a sign of awakening for Spring trade, such as sporting goods, which means orders here and there for guns and shooting accessories. The chief event of the week was the advance in rivets and burrs, occasioned really by the dumping clause in the new tariff of Mr. Fielding, the Finance Minister of the Dominion. The trade in Canada caught on to the American advances about the 4th of January and in outside circles this action regarding advance took effect last week. Old catalogues regarding rivets and burrs are therefore cancelled and new prices, as well as discounts, immediately come into force.

**Hockey Sticks and Pucks**—Demand is very slow and trade is about over for these lines for this season. Quotations are as follows: Boys' hockey sticks, from \$1.50 a dozen up; men's, \$2.25 to \$3.50 a dozen; regulation pucks, \$2 a dozen; juvenile, \$1.15 a dozen.

**Plated Ware and Cutlery**—These lines have not recovered from the quietness after the holidays, and trade is dull. Our quotations are as follows: Rogers 1847 goods 45 per cent. off list; case carvers from \$2 to \$10 per set; scissors in cases 90c to \$2.

**Skates**—A similar quietness has overtaken the skate trade, and trade may be considered practically over for this season. Our quotations are as follows: Halifax pattern, plain, thirty-eight cents a pair; nickeled, 60 cents a pair; Ladies' nickel plated, plain, 58c a pair; good quality, \$1.25 a pair; good quality concaved, \$1.50; nickel plated, 65c a pair; high grade, plain, 90c a pair; high grade nickel plated, \$1.25 a pair; high grade nickel plated with puck stop, \$1.30 a pair; high grade nickel plated, concaved, \$1.60 a pair.

**Axes**—Trade is now being aggressively pushed and travelers are out with new samples of axes of all descriptions. Business is lively. We quote as follows: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—Following the trade in axes this line continues to be active with firm prices. Our quotations are as follows: Axe handles, No. 3, \$1.25; No. 2, \$1.50

No. 1, \$1.90 a dozen; adze handles, 34 inch, \$1.85 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Carpet Sweepers**—No improvement has taken place in the dullness, and quotations remain the same: \$21 to \$31 a dozen.

**Food Choppers**—Trade is quiet in these lines, although there are signs of improvement in near future. We quote: Smallest size, \$1.05 each net; medium family size, \$1.20 each net; large family size, \$1.35 each net.

**Sewing Machines**—Trade is fair and a briskness has been noticed. We quote: hand sewing machines \$11.00 each net; complete machines with stand, \$18.00 and up, according to quality.

**Lanterns**—More business is doing in the sale of lanterns. Quotations are: Cold Blast, \$6; No. 0 Safety, \$4 a dozen.

**Sleigh Bells**—No more will be sold for this season's trade, and naturally these goods have been set aside in the big stores. There is still considerable demand, however, from country points. Our quotations are as follows: Brass team bells, rough, \$1.80 to \$4.50 a dozen; polished, \$2.10 to \$5 a dozen; nickeled, \$2.25 to \$5.15 a dozen; brass grelots, 38c to \$2.25 a dozen; York eye bells, pear shaped, \$1.35 to \$1.75 a dozen; shaft gongs, 21c to \$2.40 a pair; saddle gones, \$1.10 to \$3 each.

**Shovels**—For the snow shovelling variety the demand has ceased in wholesale order, but for other lines trade is active and prices are unchanged. Our quotations are as follows: Habitant, wood, \$2.75 a dozen; Canadian, wood, 40 per cent. discount; Victor, wood, 35 per cent. discount; Steel, straight handle, from \$2.40 a dozen up; Steel, D handle, \$7 a dozen up; Childs, steel, 85 cents a dozen and up. The new list of Olds shovels is as follows: No. 2, \$10.50 per dozen; No. 4, \$11.50 per dozen; No. 6, \$12.50 per dozen. The discount is 45 per cent.

**Barb Wire**—A fair trade has opened up for the Spring and a number of good orders have been booked. Quotations are as follows: \$2.75 per 100 lbs. f.o.b. Montreal, and \$2.50 f.o.b. Cleveland. Carlots of 15 tons, \$2.40 f.o.b. Cleveland.

**Fence Staples**—Following the demand for barb wire, fence staples have also increased and a large business is being done. We quote: \$2.65 per 100 lb keg for bright, and \$2.85 for galvanized; 25 to 50 lb. packages 25c. extra.

**Rivets and Burrs**—The advance noticed in last week's paper, according to American lists, has been maintained throughout the trade. The following discounts have been quoted: Best iron rivets, section, carriage and wagon box,

black rivets, tinned do., coopers' rivets and tinned swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off, copper rivets with the usual proportion of burrs, 60 and 10 per cent. off, and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

**Screws**—A good demand has been noticed all this week. Trade everywhere is active. Discounts are as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—A general quietness has been noticed in this trade, in fact a falling off has been reported.

**Wire Nails**—There is absolutely no change in wire nails. Little trade is doing. We quote: \$2.20 a keg f.o.b. Montreal.

**Horseshoes**—A good trade has continued, and firm prices are the rule. Our quotations are as follows: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—Decided improvement has been noticed and much better trade is in sight.

**Sporting Goods**—The season is over, and although prices are firm, little new business has been reported. We quote: Centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2. per thousand; C. B. caps, \$2.60 per thousand. Standard shot, \$6.50 per hundred lbs; chilled, \$7 per 100 lbs; buck and seal, \$7.50 per 100 lbs; ball, \$8 per 100 lbs. We quote discounts 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—An improved demand has taken place for Spring delivery and signs of an active trade are in evidence.

**Cordage**—Very decided improvement is in sight, and a better outlook is reported than has been recorded for many months.

**Cement and Firebrick**—Activity will begin in these lines within the next ten days and contractors will be busy placing orders for new construction work. We quote: English cement, \$2 to \$2.10;



Belgium, \$1.70 to \$2.10 per barrel ex store, and American, \$2.15 to \$2.35 ex cars.

**Coil Chain**—No change in prices has taken place. Quotations are: 5-16 inch, \$3.90; 3-8 in., \$3.75; 7-16 in., \$3.55; 1-2 in., \$3.25; 9-16 in., \$3.30; 5-8 in., \$3.20; 3-4 in., \$3.05; 7-8 in., \$3; one inch, \$2.95.

### METALS.

In all kinds of metals a firmness has been maintained. This has been most notable in pig lead, as it is probable within the next few days a further advance may take place. Tin again varied in price, but resumed normal conditions without affecting a change in current prices. The reported advance probable in black sheets and tin plates, had not, at the hour of going to press, taken effect, but in all the large circles it is expected to operate any day. A strong copper market is reported and stocks are firmly held, in fact all metals are in good demand. The expected change in galvanized iron did not take place, but prices are firm and the advance may come any day.

**Pig Iron**—A good business has been carried on and plenty of orders are reported. We quote:

"Disc," No. 1.....\$16.50 delivered Montreal.  
"Dom," No. 1.....17.50  
Usual difference in price for lower grades.

Ferrona No. 1.....\$18.00 delivered Montreal.  
" No. 2.....17.50  
" No. 3.....16.50  
" No. 4.....16.00

Londonderry, \$18.50 to \$19.00 delivered Montreal.

Glenarnock.....20.00  
Gartsherrie.....19.25  
Carnbroe.....18.50

Carron No. 1.....19.50 delivered Montreal.  
(special).....18.50

Ayresome No. 1.....18.00  
" No. 3.....17.50

Summerlee.....19.50

Clarence No. 1.....18.00  
" No. 3.....17.50

No. 1 Cleveland....18.00

**Bar Iron**—A steady market is in vogue without any change in prices. Quotations are as follows: Merchants' bar, \$1.77 1-2; horseshoe iron, \$2.02 1-2; forged iron, \$1.97 1-2, net cash thirty days.

**Tool Steel**—Business is good and steadily improving. The market is very firm. We quote: Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Business continues to improve each week, with a firm market. Our quotations are as follows: Sleighshoe, \$1.82 1-2; tire, \$1.92 1-2; spring, \$2.75; toecalk, \$2.42 1-2; machinery (iron finish), \$2.02 1-2; square harrow, \$1.92 1-2; reeled machinery steel, \$2.75; mild, \$1.82 1-2; rivet, \$1.82 1-2; net cash thirty days.

**Cold Rolled Shafting**—Manufacturers are using large quantities and the demand continues to increase. Our quotations are: Cold rolled shafting, 3-4 inch, to 1 7-16, \$3.85 per 100 lbs;

inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—An advance has taken place in this market and firm prices have been obtained. We quote: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—The reported advance has not taken place, although the market is remarkably firm and may be changed any day. We quote 28 gauge, \$2.15; 26 gauge, \$2.10; 22 to 24 gauge, \$2.05; 19 to 20 gauge, \$2.20; 8 to 10 gauge, \$2.30.

**Galvanized Iron**—The advance reported last week has been steadily maintained throughout the trade and even higher prices are expected. Our quotations are as follows: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—The market is firm and prices have advanced to 9 1-2c and 9 3-4c.

**Sheet Zinc**—There is a weak market and our quotations are: Case lots, \$6.75 to \$7; small quantities, \$7 upwards.

**Tin Plates**—Prices remain steady with a firm market. We quote: Cokes, \$3.75 and charcoal \$4.

**Ingot Tin**—Prices are very firm with market unchanged. Standard price is 32 to 32 1-2c.

**Ingot Copper**—The market is considered more or less speculative, but strong in tone and the usual uncertainty is ruling. We quote: 16 and 16 1-4c.

**Ingot Zinc**—A firm market and steadily increasing improvements. We quote: 6 1-2 to 6 3-4c.

**Pig Lead**—The market is very strong and advance is likely. We quote: \$3.50 to \$3.60 without concession.

**Boiler Tubes**—Prices remain firm with the demand increasing. We quote as follows: Highest grade soft steel, British and American tubes, one and a half inch, 7 1-2c; 2 in., 8 1-2c; 2 1-2 in., 10c; 3 in., 12 1-4c; 3 1-2 in., 16c; 4 in., 20c; 5 in., 45c. Price per foot net.

**Scrap Metal and Old Material**—Considerable activity has awakened in this trade and prices though unchanged are firm. Our quotations are as follows: Heavy copper and wire, 11 3-4 to 12 1-4c; light copper, 10 3-4 to 11 1-4c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 7 3-4 to 8 3-4c; light brass, 5 1-2 to 6c; lead, 2 1-4c; zinc, 2 3-4c to 3c; iron, No. 1 wrought, \$12; machinery scrap, \$12 to \$13; stoveplate, \$10; mixed country rags, 65 to 75c per hundred pounds; old rubbers, 5 1-2 to 6c.

### ONTARIO MARKETS.

Office of Hardware and Metal.

10 Front Street East,

Toronto, Jan. 20, 1905

### Hardware.

**CONDITIONS** on the hardware market this week show little or no change over last week. For this time of the year business is certainly brisk in general hardware lines, and prospects for a brisk trade during the year are exceptionally good. Prospects are reported to be particularly good in heavy hardware lines, and the foundation for these prospects is the bright outlook for industrial expansion. The result of industrial expansion is the impetus given to building and allied trades and thus this expansion both directly and indirectly affects the demand for heavy hardware.

There are no changes in market quotations to be noted this week.

**Iron Mowers**—The demand is normal for this time of the year.

**Guns and Ammunition**—Trade is quiet, as is to be expected.

**Washing Machines**—There is the usual demand.

**Chain**—The normal trade is being done. Probably February will see an impetus given to trade. Our quotations are as follows: 1-4 in., \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—The recent advances hold firm: trade is of course quiet but perhaps above normal. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices have been confirmed but are subject to change without notice. Trade is normal.

**Barb Wire**—There is more business being done now than in December. Prices remain unchanged.

**Wire Nails**—The situation is unchanged. There is quite a good demand. A fair quotation is about \$2.25 f.o.b. Cleveland.

**Cut Nails**—The recent advances made by Toronto jobbers remain firm. Hamilton firms are not included in the advance. Quotations are: \$2.40 per keg, f.o.b. Toronto.

**Horseshoes**—A very good demand for horseshoes is reported for this time of the year. We quote as follows: "P.B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a good demand with unaltered prices.

**Screws**—A good business is being done, with prices firm.

**Rivets and Burrs**—The new price list



of iron rivets and burrs, issued January 5, is now obtainable. Trade is good with exceptional prospects for brisk demand during the year. New discounts are 60 and 10 per cent. for both rivets and burrs.

**Bolts and Nuts**—A very good volume of trade is being done, with bright prospects for trade during the year.

**Woodenware**—Market conditions remain unchanged, and the normal business continues.

**Cordage**—Orders are being booked well. Prices remain unchanged. We quote: Binder twine, Blue Ribbon, 121-2c; Red Cap, 111-2c; Tiger, 101-2c; and Standard, 91-2c; manila, 141-2c; British manila, 11c; sisal, 101-2c; double lath yarn, 101-2c; single lath yarn, 10c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 63-4c; white, 11 to 13c.

### METALS.

There is a firm and brisk market, with no change in local quotations. The prospects for metals during the coming year are very bright indeed, the large increase in buying over last year at this time indicating the industrial expansion that is taking place in Canada. Fully three times the business is being done now that was being done this time last year. There is nothing of special importance to be noted this week, except the increased demand for tin.

**Pig Iron**—Buying is being done freely. Canadian iron is being sold for delivery as late as the latter part of the year. Quotations are as follows:

Middlesboro, f.o.b., Toronto.....	\$18 90
Hamilton, No. 1, at furnace.....	18 00
No. 2, ".....	17 50
Midland, No. 1, ".....	18 00
No. 2, ".....	17 50
Radnor, at furnace.....	27 50
Londonderry, at furnace.....	16 50 to 17 00

**Bar Iron**—There is a very good demand, and prices remain unchanged. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.: for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—The market is steady, and buying is somewhat brisker than last week. Quotations are from 32 to 34c per lb.

**Galvanized Sheets**—The market is firm and there is a good demand.

**Tin Plates**—The recent advances hold firm, and there is a very good demand.

**Canada Plates**—There are more all-bright plates now on the market. The market is quiet, and prices remain unchanged.

**Brass**—The market is active and recent advances hold firm. Discounts are 10 per cent.

**Lead**—The market is firm, and there is a very good demand. Quotations are: Pig lead, \$3.60 per 100 lbs; and bar lead, \$3.60 per 100 lbs.

**Zinc Spelter**—There is a very firm market, and the demand is good. Quotations are: 6 1-4 to 6 1-2c. per lb. for

foreign; and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—There is a very fair demand, and the market is steady. Quotations are as follows: Ingot copper, 15 1-2c. per lb.; sheet copper, 20c. per lb.

**Cement**—With the exception of a small demand for inside repairing work, trade is practically dead. An advance of 10c per barrel on American and Canadian Portland cement is noted this week. Some dealers declare another advance is likely to occur in the near future. We quote the following prices: For carload orders f.o.b. Toronto, Canadian Portland, \$1.80; American Portland, \$1.80. For small orders ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—A scarcity is reported in all brands of firebrick, but especially in "Scotch." Prices are firm, but no advance is likely to occur as the dealers expect an absence of a strong demand for some time. Quotations are: English and Scotch firebrick 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—Trade conditions continue unchanged. A fair amount of orders are arriving. Prices remain unchanged.

**Old Material**—Jobbers complain of quietness in trade this week, this may be due to the fact that nothing is being gathered in the country owing to the poor condition of the roads. There is an absence of demand for machinery cast scrap from the foundries this week. The firm condition of the ingot copper market has forced the price of scrap copper to advance 1-2c per lb. No. 2 wrought iron advanced \$1. Trade in scrap zinc is quiet. The general impression is that manufacturers will not use impure scrap zinc when the pure variety can be bought for 51-2c and 6c per lb. Our quotations are as follows: Heavy copper and wire, 13c per lb; light copper 12c per lb; heavy red brass, 10c per lb; heavy yellow brass, 8c per lb; light brass, 6s per lb; tea lead, \$2.35 per 100 lbs; heavy lead, \$2.50 to \$2.60 per 100 lbs; scrap zinc, 33-4c to 4c per lb; iron, No. 1 wrought, \$11; No. 2 wrought, \$3; machinery cast scrap, \$13; stoveplate, \$8 to \$9; malleable and steel, \$5; old rubbers, 5 1-2c per lb; country mixed rags, 65c per 100 lbs.

**Coal**—Outside dealers are stocking once more to meet the Spring orders on the part of the consumer and trade this week has a brighter appearance. Slack still continues scarce and prices are firm. Prices continue unchanged. We quote following prices: Anthracite in cars at Briges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hoeking, soft coal, in cars, f.o.b. at mines: Lump, \$1.60; 3-4 inch, \$1.50; run of mine, \$1.40; nut, \$1; N. P. and S., 75c; coarse slack, 50c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 11-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, at \$1.90 to \$2.

### UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Age, Jan. 19, 1905.

WITH some minor exceptions, the markets all along the line have been rather quiet during the past week, and there are some alarmists who show symptoms of uneasiness. The very fact that we are producing and consuming so enormous a quantity for this season of the year seems to inspire doubts as to the possibility of maintaining the pace. On the other hand, the principal pre-occupation of other conservative interests is that we may be in danger of a runaway market as the usually busy season, Spring, approaches. Powerful influences are arrayed on the side of keeping prices of finished materials at about the present level, with the possible exception of wire products, and this causes hesitation on the part of smaller manufacturers to book much additional business when they must cover the raw material at the present range of values. Some of them seem to look forward to another period of premiums over official prices for prompt delivery.

In spite of the fact that the Steel Corporation is turning nearly every wheel which it controls the management is forced in many finished lines to pro rata shipments in the order in which specifications have been received, being unable to fill the demands of all. The Steel Corporation is running 94 per cent. of its blast furnace capacity, has every steel plant except Columbus in operation, is operating 99 per cent. of the tin plate mills, 98 per cent. of the sheet mills and is running full on tubes, bars, plates and shapes.

A considerable tonnage of ore is being contracted for. Eastern furnacemen have taken several hundred thousand tons of non-Bessemer Mesaba ores on the basis of \$3 per ton, as compared with \$2.40 per ton last year, and the standard iron contents has been lowered from 54.5 per cent. of iron, natural state, to 53 per cent. this year. The Eastern furnaces have already bought some considerable quantities of European and Cuban ores, while Eastern home producers are crowded for deliveries beyond their capacity.

The event of the week has been the foreshadowed purchase on the part of the Steel Corporation of 25,000 tons of Bessemer pig at \$15.50, Valley furnace. Otherwise the crude metal markets have been exceedingly quiet in all the distributing centres.

The attitude of sellers and buyers as to the future has been indicated in the East by the outcome of some large inquiries for the second half of the year. The makers asked an advance of \$1 per ton over present prices, which the sellers declined to consider.

The manufacturers of steel bars at a recent meeting reaffirmed the price of 1.40c at Pittsburg. The only branch in which there has been somewhat marked activity with an advance of about \$3 per ton has been skelp. There have been a number of large transactions in Pittsburg, the eastern and central Pennsylvania mills participating in the business.

The steel rail market is quiet. Chicago reports additional orders, among which 20,000 tons for the Illinois Central is enumerated. The rail makers continue confident, and count on some very heavy orders later on for the West and Southwest.



## PORTLAND CEMENT

CANADIAN, ENGLISH,  
GERMAN and BELGIAN.  
FIRE BRICKS, FIRE CLAY,  
ENAMELLED BRICKS, all colors.  
BUILDING BRICKS.  
SEWER PIPES, CULVERT PIPES,  
WHEELBARROWS,  
FOUNDERS' and CON-  
TRACTORS' SUPPLIES.

### F. HYDE & CO.

WELLINGTON ST., MONTREAL

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT Limited

Get our prices for

## GALVANIZED FLAT SHEETS

THE "VANDA" BRAND

For all purposes requiring the best quality.

It is "deadflat," well galvanized, true to gauge, and specially soft for working-up. We guarantee every sheet bearing our brand.

### C.F. JACKSON & CO., Limited

Wholesale Merchants

Ormidale Block, Vancouver, B.C., and  
Liverpool, England

Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Bags, Grain Bags, etc., etc.

## TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of **HARDWARE AND METAL.**

Vancouver, B.C., Jan. 14, 1905.

WITH the report of the city building inspector just published for 1904, there is already an active movement in the building projects for the coming season. In fact it may be said that the coming season is here, for there has been no cessation in building operations. In the year just past, the class of buildings erected was largely residential, with the exception of two or three large public buildings. So far, the plans for 1905 show that a large proportion of big blocks, three and four storeys, and in one instance a 5-storey block, will be erected. In several instances high prices have recently been paid for valuable inside property, and on several of these plots it has been announced that the intention is to build blocks this season.

Last year's record is almost \$2,000,000 in buildings erected, an increase of over half a million dollars in excess of 1903. All present indications would warrant the assumption that 1905 will see a larger total of building values than ever.

The city of Victoria, which has been moving slowly in the building line for some years past, has a record for 1904 which would also indicate that a change had come over the capital also. Not including the value of the James' Bay improvements, and the preparations for the big C.P.R. hotel, the record of \$600,000 is very good, and present indications are that Victoria will considerably exceed the million dollar mark in new buildings in 1905.

\* \* \*

A barge of mammoth proportions is to be erected at Wallace's shipyard, False Creek, this Winter. Its dimensions are to be 200 feet long, 40 feet beam and 12 feet depth. This monster freight carrier is to be used in transporting coal from Comox to the new smelter built up north on Prince of Wales Island, south-eastern Alaska, last season. Mackenzie Bros., the shipowners, are to be the proprietors of the barge, and they have the contract for carrying the coal for the smelter people.

\* \* \*

An improved pattern of radiator for steam or hot water heating has been patented by W. Leek, a Vancouver heating engineer, and he has just received his U. S. certificate of patent, his Canadian patent having been issued some time ago. The central idea of the improvement is to provide for more rapid circulation of warmed air after the radiator has been heated. This is done by means of corrugations crosswise on the sections of the radiator. These corrugations are inclined upward from back to front, and when the sections of the radiator are put together, they form passages between the sections through which the air will move from back to front instead of straight up. The casting of the sections with the corrugations gives opportunity for improving the circulation of the steam inside the radiators also.

\* \* \*

With a capacity of 30,000 barrels, or 1,200,000 gallons, the steamer Argyle of San Francisco, which was in Vancouver harbor last week, is the largest oil-tank steamer on the Pacific. She dis-

## IRON STEEL and METALS

Close prices to wholesale buyers only.

### A. C. LESLIE & CO.

509-512 Merchants Bank Building,

MONTREAL.

Ask your customers

if they don't need new pumps.

If they do, sell them our

**Standard Anti-Freezing Pumps**

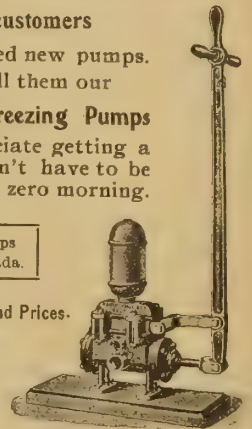
They'll appreciate getting a pump that doesn't have to be thawed out every zero morning.

McDougall Pumps  
—Made in Canada.

Write for Catalogue and Prices.

The  
**R. McDougall Co.**  
Limited

Galt, Ont.



### BAINES & PECKOVER TORONTO.

Ontario agents for

**B. K. MORTON & CO'S.**

## "ALPHA"

HIGH SPEED STEEL

AND

**Crucible Cast Steel**

Large stock on hand. Send for Stock List

## NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

## OPEN HEARTH STEEL



charged 10,000 bbls. of crude oil into the B. C. Sugar Refinery's oil-tanks, that fuel being used exclusively now by the refinery people. As the Argyle had 25,000 barrels of oil in her holds altogether, she was compelled to come here first as she could not get over the Columbia River bar with such a draft as that load caused. After lightening herself by discharging here she was able to proceed to Portland where she discharged the remainder of her cargo. The steamer is so equipped that her whole cargo can be pumped out in four hours.

The Kosmos line steamer Amasis is due from Hamburg via South American ports. She brings 500 tons of nitre from Chile, consigned to the Victoria Chemical Works, Victoria.

The interest taken in the sessions of the assessment commission now sitting in Victoria, is unabated in business circles. The arguments of the wholesale trade especially, are having some weight. It is pointed out by them that the Eastern wholesaler who merely sends a traveler through the province to take orders, which are filled from factory or warehouse in the East, is actually encouraged by the Act, at the expense of the local merchant who has his all in the province, and has established a business which is aiding in the development of the province. It is fully anticipated that many changes will result in the provisions of the Act as a result of representations made by leading business men, and by such bodies as the Victoria and Vancouver Boards of Trade, which have taken the matter up and appointed committees to press their claims.

The lumbermen are particularly hard pressed, they assert. They point out that they have to pay for timber licenses, rentals for timber berths, royalties and dues on timber cut on government lands, and then they are taxed on personal property assessment, in which are included the logs they may have in the water, the lumber they have in their yards, and the full value of their plants. On their timber and manufactured lumber, they claim, they are paying twice, and on their plants, they claim that it is unfair to tax them full value as personal property, when the industry is doing a great deal toward upbuilding the province. They claim the tax is a handicap on the lumber industry instead of a help.

Mr. A. K. Evans, of Colin F. Jackson & Co., Limited, left this week for Mexico in company with Mr. C. E. Harvey the representative of the steamship company which has contracted with the Canadian Government to put on a steamer service between British Columbia and Mexico. Mr. Evans and Mr. Harvey go to look into trade openings in the southern republic, the former with the view of extending their already large business, and Mr. Harvey to size up the possibilities for freight for the steamers it is proposed to put on the route between British Columbia and Mexican ports.

Local hardware dealers state that while matters are quiet with them a number of changes are anticipated in the near future.

## GILBERTSON'S

### COMET

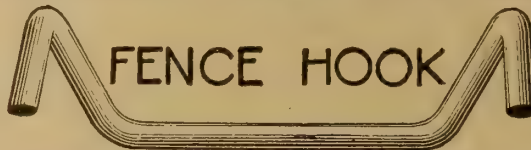
Agent: ALEXANDER GIBB, Montreal.

## Brand Galvanized Sheets

are of high quality, but LOW in price—for a guaranteed sheet.

Makers: W. GILBERTSON & CO., Limited  
Pontardawe, South Wales.

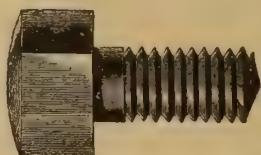
## GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

LONDON, ONT



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

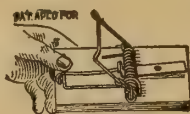
Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.



Joker



Blizzard

## TRAPS FOR RATS AND MICE

Swift as lightning, sure as death and sure death to the animal. Strong, simple, substantial construction. "To get the best trap trade, sell the best traps made."

Write for prices to

J. M. Mast Mfg. Co., Lititz, Penna.

Canadian Ag'ts, C. H. Grenfell & Co., London, Ont.



Snap Shot



Old Nick

## RD. JOHNSON, CLAPHAM & MORRIS, LTD, MANCHESTER, ENGLAND

Before you place your orders for GALVANIZED, CORRUGATED AND DEAD FLAT SHEETS, CANADA AND STOVE PLATES, COKE AND CHARCOAL TIN PLATES, BAR, HOOP AND SHEET IRON OR WIRE RODS, ask us for quotations.

Special and prompt attention to Canadian orders.

Cable Ad.: "Metallicus, Manchester." Codes: Liebers, A.B.C. 425th, A1 and Private Codes.

## WINDOW AND CURTAIN FIXTURES



Our line comprises all requisites, Pins, Hooks, Rings, Pole Ends, Brackets and Sockets. We would like an opportunity of quoting you on these goods. Keep us in mind and when you want regular or special lines, let us know.

JONES & BARCLAY, Bath Row, BIRMINGHAM, ENG.

## CONCRETE BLOCK MACHINES

Sidewalks and Floors Constructed

Estimates given on Well Curbing, Cisterns, Tanks, Silos, etc.

CORRESPONDENCE INVITED

CONCRETE BLOCK MACHINE CO., 32 Church St., TORONTO

## PITTSBURG METAL MARKETS.

From the Iron Trade Review, Jan. 19, 1905.

Pig Iron—Outside of the sale of 25,000 tons of Bessemer iron to the United States Steel Corporation there have been no large transactions during the week.

The demand for charcoal iron has been heavy and numerous sales have been made. The demand for foundry is not heavy and the market has reacted. Sales have been made at \$16 at Valley furnaces for second quarter delivery. Higher



prices are paid for prompt iron. Forge iron continues at \$16.25 to \$16.50 Pittsburgh, while Bessemer is quoted at \$16.85. Southern iron continues firm at \$13.75 to \$14 for No. 2, for delivery the first quarter: We revise quotations as follows:

Bessemer, Valley .....	\$16 00
Bessemer, Pittsburgh .....	17 10
No. 1 Foundry .....	\$17 25 to 17 50
No. 2 Foundry .....	16 85 to 17 35
Gray forge, Pittsburgh .....	16 25 to 16 50
Basic, Valley .....	16 00 to 16 15
Basic, Pittsburgh .....	16 85 to 17 00

**Steel**—Premiums of from \$2 to \$2.50 a ton are still being asked on billets and bars, and consumers are clamoring for deliveries. We quote official prices as follows: Bessemer and open-hearth billets, 4x4 in., and slabs, up to and including 0.25 carbon, \$21 f.o.b. mill, Pittsburgh, with actual freight to points of delivery; 0.26 and including 0.60 carbon, \$1 advance; 0.61 to 1.00 carbon, \$2 advance. Billets smaller than 4x4 in., \$2 advance: sheet and tin bars, \$23; cut bars, \$23.50; forging billets, \$23. Bessemer and open-hearth steel rods are held at \$30.50 to \$31.

**Rails and Track Material**—The rail tonnage for the week has not been heavy, although a number of large buyers are expected in the market shortly. Large sales of spikes and track material have been made to the railroads during the week and spikes have advanced to \$1.80. Light rails are not moving very rapidly and prices remain unchanged.

**Bars**—Demand for iron bars is not as heavy as during the month of December and slightly lower prices are looked for. Specifications on iron bars continue heavy and all the mills are operating in full.

**Structural Material**—New orders for structural material continue heavy and since the first of the year Pittsburgh concerns have taken orders for about 20,000 tons of work.

**Pipe and Tubes**—Two large pipe line contracts were placed this week aggregating nearly 30,000 tons. These are the largest pipe line contracts placed thus far this year, although the requirements promise to be heavy. Demand for merchant pipe continues heavy and the market is strong.

**Wire and Wire Nails**—The advance in wire products expected since the first of the year has not been announced and it is not believed that it will be made before next month. Mills are operating at their utmost capacity and the shipments are the heaviest in the history of the trade. New buying is light, however. We quote: Wire nails, jobbers' carload lots, \$1.75; retailers' carloads, \$1.80, and less than carloads, \$2; painted barb wire, \$1.90 to jobbers in carloads; retailers' carloads, \$1.95, and less than carloads, \$2.05, with 30 cents for galvanizing. Annealed smooth fence wire is held at \$1.60, with the usual differentials to retailers for carloads and less than carloads. Quotations are all f.o.b. Pittsburgh, 60 days, with 2 per cent. discount for cash in ten days. Iron cut nails are held at \$1.85 Pittsburgh, and steel at \$1.75.

## TRADE CONDITIONS IN NEW BRUNSWICK.

Special correspondence of HARDWARE AND METAL.

St. John, Jan. 17, 1905.

**T**HERE are few more enterprising merchants in Eastern Canada than Emerson & Fisher, the local hardware people. An instance of their enterprise as well as of their growing business is the erection of a large warehouse and store which is now almost completed. This building, which is of brick, will offer, when finished, a floor space of 42,000 square feet. In the front it will be six storeys high and in the rear an additional storey. Its dimensions are 100 by 60 feet. It will be fitted up in the most approved style and in a manner which promises to leave little to be desired. It is claimed, and probably justly so, that this firm's new quarters will be larger than those taken up by any other hardware firm east of Montreal. Possession of them will be taken in a few weeks. In addition to carrying on their business here, Emerson & Fisher are connected with the Enterprise Foundry at Sackville.

A meeting of the Maritime Stove Founders' Association was held at Amherst, N.S., a few days ago. The chief purpose of the meeting was a discussion of prices. The discussion was full, but at its conclusion it was unanimously decided that the present scale of prices be continued. A number of St. John people are interested in this association.

Already local hardware men are receiving enquiries concerning wire fencing. From past experience and present indications it would seem that the demand for fencing of this kind will be greater here this year than in the previous years. At all events the outlook at the present is fine and the dealers are satisfied. In some quarters an advance in price is looked for. Such an advance would not be regarded as wholly unreasonable. It must be stated, however, that this increase is not expected in all quarters.

Building operations here have been well up to the average of late. Consequently the demand for builders' materials is very good, although, perhaps, not unusually heavy. The prices generally have continued about as usual, and dealers are satisfied with their trade in builders' goods.

The demand for glass in St. John does not show much change from time to time, but is always fairly steady. The two kinds of glass which are sold here are the Belgian and English makes. The supply of both of these brought here is considerable. American glass is, of course, not imported here to any degree, if at all. The price of glass is at present firm, but shows an advance over that of last year. In some cases the increase is as high as ten per cent. No further advance of any account is anticipated in the near future.

## ENLARGING THEIR BUSINESS.

Tolson Bros., Limited, of Guelph, Ont., have just completed the purchase of the whole of the business, patterns, etc., and good will of the Emerson Company, of Tweed, Ontario, who have hitherto done a large and prosperous



## Our Sheet Metal Fronts

Offer you splendid improvements at small cost, for any style of building. We make them complete to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction.

We give estimates, if desired, and measurements and outline of the building.

Think it over.

*To Order*  
*Book*  
*Page 19*

**Metallic Roofing Co., Limited,**  
Wholesale Manufacturers.  
Toronto, Canada.

business in Canada in hay carriers, forks and slings, and have gained an enviable reputation in the sling carrier trade. This will, in future, be an important department in this already well-established and thrifty business. From other up-to-date improvements in their implements which are now being introduced, together with engaging the services of Mr. Walter C. Emerson himself, of Tweed, Ont., who is a leading man in the hay fork and sling carrier trade, there is reason to believe that there never was a brighter future before the firm of Tolton Bros., Limited, of Guelph, Ont.

## CAPE TO CAIRO RAILWAY.

Good progress is being made with the Cape to Cairo Railway, according to Sir Charles Metcalfe, especially north of the Zambesi River on the section known as the "northern extension," from Victoria Falls to Kalomo, a distance of 100 miles. It is expected that the line to the latter point will be opened in a few months.

## A GREAT AUTO SHOW.

At the Paris Automobile Show of 1904 there were over 800 exhibitors as compared with only 60, ten years ago. The Grand Palais, where the exhibition was held was quite inadequate to accommodate all the exhibits, and fully 200 had to be housed in conservatories, which had been erected for the big exposition of 1900. Few novelties in automobile construction were noticed.

## SIXTEEN DOLLAR ADVANTAGE.

Vice-Consul-General Hill of the United States, stationed at Halifax, figures out that the Canadian manufacturer of steel rails will have an advantage of \$16 a ton over the American manufacture. This result is arrived at thus: Duty, \$7; bounty in Ontario on pig iron from Canadian ore, \$1; Federal bounty, \$2.25; Federal bounty on steel ingots, \$2.25; special duty under "dumping" clause \$3.50; total, \$16 a ton.



## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### IRON PIPE WANTED

THREE HUNDRED feet second-hand iron pipe wanted; inch and one half or two inch. Aaron Child & Son, Gravenhurst. (3)

### MANUFACTURERS' AGENT WANTED.

AN English firm who make a specialty of brass tubing, all kinds; brass and copper sheets, German silver, rolled brass and wire, want an agent for Toronto and district. Address Box 209, HARDWARE AND METAL, Toronto. (tf)

### AD. WRITERS.

AD. WRITER—Smart, capable, practical, open to engagement. Williams, 189 Jarvis street, Toronto. (3)

WRITE ADS—Send quarter, and few details, for sample ad. Williams the Advertiser, 189 Jarvis street, Toronto. (3)

### FOR SALE.

WINDOW FROST Defied—Secret for dollar; boy can apply. Money back guarantee. Williams, 189 Jarvis, Toronto. (3)

### BUSINESS CHANCES

HARDWARE Business for sale in a live town in Western Ontario, doing a turn over of \$14,000. Stock and fixtures \$8,000. Apply Box 211, HARDWARE AND METAL, Toronto. (3)

### SITUATIONS VACANT.

EXPERIENCED hardware traveler is open for position with jobber or manufacturer. Address Box 43, HARDWARE AND METAL, Toronto. (3)



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Postal Pneumatic Tube Systems for Montreal and Toronto," will be received at this Department until Thursday, February 9, 1905, inclusively, for laying and joining in the City of Montreal, 4,000 lineal feet of double line of smooth bored cast iron piping, to be supplied by the Government, and for furnishing, installing and erecting all the necessary special castings, elbows and fittings, including the terminal receiving and transmitting machinery and carriers.

Also for laying and joining in the City of Toronto, 18,000 lineal feet of double line of smooth bored cast iron piping, to be supplied by the Government, and for furnishing, installing and erecting all the necessary special castings, elbows and fittings, including the terminal receiving and transmitting machinery and carriers.

All as per plans and specification of John Galt, Chief Engineer.

Plans and specifications can be seen and forms of tender obtained at this Department, and at the office of John Galt, Chief Engineer, Toronto.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, for three thousand dollars (\$3,000.00), in the case of Montreal, and nine thousand dollars (\$9,000.00), in the case of Toronto, must accompany each tender. The cheque will be forfeited if the party tendering decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

FRED. GELINAS, Secretary.

Department of Public Works,  
Ottawa, January 9, 1905.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

## HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m. Friday, Jan. 20, 1905.)

Office of HARDWARE AND METAL

Room 515 McIntyre Block,

Winnipeg, Man.

RETAIL hardware men are now looking forward with keen expectation to the approaching convention of the Western and Manitoba Associations. Among city retailers there is only one opinion, and that is, that an association which has been of so great benefit to the trade in Winnipeg cannot fail to be a great boon to the whole Western hardware trade, provided the whole trade join in the movement. It is gratifying, therefore, to know that although there has been no organizer covering the field, there has been an encouraging response from the Western trade, and all the indications point already to a successful convention.

\* \* \*

Wholesale trade is fairly brisk for the season of the year. Stocktaking among retail merchants in the country has a tendency to restrict orders to present actual requirements, but the amount of business passing is considered quite encouraging. Prices are fairly steady throughout, an advance in sisal rope being the most important change. Money is still tight, but there is some improvement in country collections.

Wire—Prices as revised last week remain unchanged. We quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized.....6 to 8	3 39
".....9 2 50	2 90
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Plain twist.....	2 85
Staples.....	3 35
Oiled annealed wire.....10	2 96
".....11	3 02
".....12	3 10
".....13	3 20
".....14	3 30
".....15	3 45

Annealed wires (uncoiled) 10c. less.

Horseshoes—Prices continue firm and trade is of normal volume. We quote:

Horseshoes, iron, No. 0 to No. 1.....	\$4 55
No. 2 and larger.....	4 30
Snow shoes, No. 0 to No. 1.....	4 80
No. 2 and larger.....	4 55
Steel, No. 0 to No. 1.....	4 70
No. 2 and larger.....	4 45

Horsenails—Former discounts still apply. We quote:

Horsenails, No. 4—1½ in., list price.....	0 48
" " 5—2 " ".....	0 32
" " 6—2½ " ".....	0 28
" " 7—2½ " ".....	0 24
" " 8—2½ " ".....	0 22
" " 9—2½ " ".....	0 20
" " 10—2½ " ".....	0 20
" " 11—2½ " ".....	0 20
" " 12—2½ " ".....	0 20
" " 14—3½ " ".....	0 20

Discounts on these prices are for "C" brand 40, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

Wire and Cut Nails—The western nail market is firmer now than some months ago. Business is at present of a sorting nature chiefly, but the promis-

ing building outlook points to a big nail trade this year. We quote:

Cut Nails—	Wire Nails—
2d 1 in.....\$4 00	1 in.....4 00
3d Fin. 1½ in.. 4 00	1½ in.....4 00
3d 1½ in.....3 65	1½ ".....3 65
4d 1½ in.....3 40	1½ ".....3 40
5d 1½ in.....3 40	1½ ".....3 40
6d 2 in.....3 30	2 ".....3 30
8d 2½ in.....3 15	2½ ".....3 15
10d 3 in.....3 10	3 ".....3 10
20d 4 in.....3 05	3½ ".....3 05
30d 4½ in.....3 00	4 ".....3 05
40d 5 in.....3 00	4½ ".....3 00
50d 5½ in.....3 00	5 ".....3 00
60d 6 in.....3 00	5½ ".....3 00
	6 ".....2 00

Screws—Sorting trade only at present. Prospects point to an active trade. Some sizes are in small supply. We quote:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round ".....	70 and 10 p.c.
Coach.....	70 p.c.

Nuts and Bolts—There is no new feature to note as prices are steady. We quote discounts as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" small lots.....	2½ c. "
Hex " case lots.....	3c. "
" smaller lots.....	2½ c. "

Rivets—The discounts on iron rivets are now 60 and 10 per cent. We quote:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	29½
No. 12.....	33

Coil Chain—Quotations continue as follows:

Coil chain, 3-16 inch.....	9.25
" ¼ inch.....	7.25
" 5-16 inch.....	5.20
" ¾ inch.....	4.60
" 7-16 inch.....	4.45
" ¾ inch.....	4.30
" ¾ inch.....	4.10
" ¾ inch.....	4.30

Spades and shovels.....40 and 5 p.c.  
Harvest tools.....60 p.c.

Shovels—The discounts on spades and shovels continue 40 and 5 per cent. Trade is normal.

Harvest Tools—The discount on list price is 60 per cent.

Axe Handles—We quote as before:

Axe handles, turned, s.g. hickory, doz..	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60

Files—We quote as before:

" Arcade.....	70 and 10 p.c.
" Black Diamond.....	60 p.c.
" Nicholson's.....	62½ p.c.

Building Paper—Some orders are being booked for future delivery and all indications point to a very active trade. We quote:

Anchor, plain.....	65c.
" tarred.....	70c.
Pure fibre, plain.....	67½ c.
" tarred.....	80c.



**Ammunition, Etc.**—We quote as before:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
Ammunition, cartridges, American R.F.	33½ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's and Kynoch's soft, 12 gauge	
black	15 00
chilled, 12 gauge	10 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

**Tinware**—Discounts continue as before. We quote:

Tinware, pressed, returned	70 and 10 p.c.
plain	75 and 2½ p.c.
pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
Famous	50 p.c.
Imperial	50 and 10 p.c.

**Cordage**—The most notable price change this week is an advance in sisal rope. We quote:

Rope, sisal, 7-10 and larger, basis	10 75
Manila, 7-16 and larger, basis	15 25
Lathyrn	11 25

**Axes**—Prices are as before. We quote:

Axes, chopping	\$ 6 75 to 12 00
" double bits	12 00 to 18 00

**Bluestone**—As noted last week there has been a recent advance to \$5.75.

**Iron and Steel**—The local iron market is quiet and former prices are unchanged. We quote:

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 65
Spring steel	8 00
Machinery steel	3 50
Pool steel, Black Diamond, 100 lb.	9 50
Jessop	13 00

**Black Sheets**—Forward delivery orders are being booked quite freely. Prices continue as before. We quote:

Black sheets, 10 to 10 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 97
26 gauge	4 00
28 gauge	4 10

**Galvanized Sheets**—We again quote:

Apollo, 10 gauge	4 60
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 50
28 gauge	4 50
30 gauge or 10½ oz	4 75
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75

**Tin Plates**—We quote prices as before:

Tinplate, 1C charcoal, 20 x 28, box	10 00
IX	12 00
IXX	14 00

**Ingot Tin**—Still quoted locally at 35 cents.

**Canada Plates**—We again quote as follows:

Canada plate, 18 x 21, 18 x 24	3 25
Canada plate, 20 x 28	3 50
Canada plate, full polished	4 00

**Sheet Zinc**—The price of cask lots is \$8.25 per 100 lbs. and of broken lots \$8.75.

**Pig Lead**—Still quoted at \$4.50 per 100 lbs.

**Iron Pipe**—We again quote as follows:

Black iron pipe, ¼ inch	2 45
" ¾ "	2 65
" 1 "	3 00
" 1½ "	3 80
" 2 "	5 50
" 2½ "	7 45
" 3 "	8 95
" 4 "	12 30

**Petroleum**—We quote as before:

Silver Star, per gal	24¼c.
Sunlight	23¼c.
Eocene	25¼c.
Pennoline	26c.
Crystal Spray	25c.
Silver Light	23c.

(In barrels f.o.b. Winnipeg.)

**Prints and Oils**—Trade is still rather quiet but indications point to an active Spring business. Prices throughout are firm. We quote:

White lead (pure)	\$5 00 to \$5 50
Bladder putty, in bbls.	0 02½
" in kegs	0 02½
Turpentine, pure in barrels	\$ 0 87
Less than barrel lots	0 92
Linseed oil, raw	0 55
Boiled	0 58
Lubricating oils, heavy castor machine	0 26½
" extra engine	0 27
" dynamo	0 38
" back	0 22
" cylinder	\$0 50 to 0 80
(as to quality)	
Harness oil	0 60
Neatsfoot oil	1 00
Vegetable oil, 1st pressure	1 00½
" and pressure	1 09½

**Window Glass**—We again quote as follows:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches	\$2 25
26 to 40 "	2 50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches	4 00
26 to 40 "	4 25
41 to 50 "	4 75
51 to 60 "	5 25
61 to 70 "	5 75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches	6 30
41 to 50 "	7 35
51 to 60 "	8 40
61 to 70 "	9 45
71 to 80 "	10 50
81 to 85 "	11 55
86 to 90 "	12 60
91 to 95 "	14 70
96 to 100 "	17 35

## LONDON METAL MARKETS.

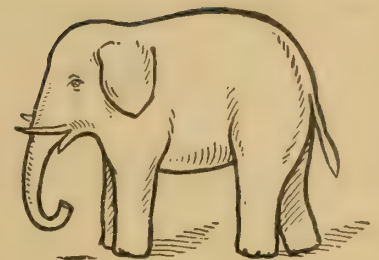
From Metal Market Report, Jan. 17, 1905.

**Pig Iron**—Middlesboro No. 3 foundry sold at 48s 41-2d, and Scotch warrants at 54s, making prices as compared with last week, 1s 3d lower for Middlesboro and 9d lower for Scotch warrants.

**Tin**—Spot tin opened quiet at £130 12s 6d, futures at £130 15s, and after sales of 80 tons of spot and 100 tons of futures closed firm at £131 5s for spot and £130 17s 6d for futures, making prices as compared with last week 5s lower for spot and 10s lower for futures.

**Copper**—Spot copper opened easy at £68 17s 6d, future at £69 1s 3d, and after sales of 400 tons of spot and 600 tons of futures, closed easy at £68 12s 6d for spot and £68 16s 3d for futures, making prices as compared with last week the same for spot and 5s 9d lower for futures.

**Lead**—The market closed at £12 17s 6d, making prices as compared with last week the same.



## ON TOP FOR 40 YEARS

and looks good for another term.

One Dealer wanted for each town in the West. A good live proposition for a live man.

If there is no agency in your town, write for our Color Cards, etc., or if already handling Elephant Paints, revise your special Color Card for 1905, and mail it to us. We are now ready for it.

OUR

Stock is complete.

Quality the best.

Prices are right.

MERRICK,  
ANDERSON  
& CO.,

WINNIPEG, - - MAN.



## PAINT, OIL AND BRUSH TRADES

### Opening a Warehouse in Winnipeg.

**H**ENDERSON & POTTS, paint and varnish manufacturers, Halifax and Montreal, have secured a warehouse on Lombard street, Winnipeg, where they intend carrying a fully-assorted stock of their goods.

Mr. Henderson spent a couple of days in Montreal this week on his way to Halifax from Winnipeg, where he had been busy for some time arranging the work for the new branch of the company. He was quite optimistic as to the prospects in the West.

"The amount of building being done," said Mr. Henderson, "in both Winnipeg and the West is really remarkable. Moreover the people there have learned to appreciate quality in paints and varnish."

"Will you manufacture in Winnipeg?" asked Hardware and Metal.

"Some day, probably. We started a warehouse in Montreal nine years ago, but as soon as the demand permitted it we started to manufacture there as well as at Halifax. When the demand permits it, we will also manufacture at Winnipeg."

"Who will have charge of the Winnipeg agency?"

"Our present accountant in Montreal, John Irving, will have charge of the Winnipeg office, while H. V. Lawler, who now represents us in Ontario, will now represent us in the West."

### A Good Point in Paint Mixing.

**T**HE influence of temperature on the consistency of paint is not always sufficiently appreciated either in the factory or the painter's shop, says an exchange. On the whole, the manufacturer is less liable to deviate from the standard of composition on account of differences in the consistency of his raw materials caused by variations in temperature than the painter is when the latter thins his paints himself, because the manufacturer works to a definite formula and uses the same relative proportion of the various ingredients Winter and Summer. The painter, on the other hand, mixes his paints by judgment only, his sole criterion being the ease with which the material can be spread with a brush, and this necessarily implies that the proportion of the various thinners varies according to the temperature and other local conditions. What manufacturers have to bear in

mind, however, is that if they send out in Winter a material compounded in a manner suitable for Summer use, or vice versa, there is a strong inducement offered to the user to tamper with the material. This fact is well known to makers of enamels and enamel paints, and at least one well-known firm of makers of a renowned specialty take the simple precaution of recommending their customers, should they find the enamel somewhat "stout," to stand the can in a pail of warm water before use. Simple advice surely, and calculated to save time and irritation in investigating those wearisome things, painters' complaints."

### New Use for Prismatic Glass.

A novelty in the glass business is the manufacture of prismatic glass in the form of tableware, giving the articles made the appearance that is found in prismatic glass. The new development is causing a great deal of attention, and a company has been formed in Pittsburg

to manufacture this new kind of tableware.

### Paris Green Combine.

All American makers of pure Paris green have formed a combination, and their schedule of prices at the present time (subject to change without notice) is as follows:

Arsenic kegs, 14½c per lb.; 14, 28 and 56-lb kits, 16c; 2 and 5-lb. paper boxes, 16c; 1-lb. paper boxes, 16½c. Terms, 30 days from date of shipment; one per cent. discount off cash in 10 days. On all purchases of less than 100 lbs. ½c per lb. advance. On a purchase of 500 to 1,000 lbs. ¼c less than above schedule. On a purchase of 1,000 lbs. and upwards, 1c less than above schedule.

It is interesting to note that so large a firm as the Sherwin-Williams Co. have advanced their selling price of Bergers' pure Paris green this year, owing to the advance in the prices of raw materials, and all American makers have done the same thing.

## If You Could Look Into the Future



and see the healthy conditions your Varnish Business would be in, by reason of your having handled

## "Elastilite"

you would telegraph for some of it to be sent by express, as a letter and freight would be too slow.

## "Elastilite" Varnish

always pleases a particular customer. For outside and inside use. In tins only, from half pints to one gallon. Sealed with our brass cap.

MANUFACTURED ONLY BY

**The Imperial Varnish and Color Co.,**  
Toronto, Ont., Canada  
LIMITED.

Canadian Agents for Buehne's "Red, White and Blue" Brand Steel Wool



**MASCOT**

**MASCOT**

# BOECKH'S MASCOT

## FLAT PAINT BRUSHES

An all China Bristle line, good length stock, polished nickel ferrules, ebony color handles—a very attractive line, and more than that, one that is sure to give entire satisfaction.

**BE SURE AND ORDER THEM**

United Factories, Limited, Head Office: TORONTO.

BRANCHES:  
MONTREAL  
LONDON



# If You Buy

Varnishes	Paints
Japans	Colors
Lacquers	Glues
Stains	Bronzes
Fillers	Chamois
	Sponges

WRITE TO

**R. C. JAMIESON & CO.**

LIMITED

**MONTREAL**

AGENTS FOR ASPINALL'S ENAMEL.



No. 3.



No. 8.

### OUR LINES

Refrigerators, Screen Doors and Window Screens, will give prestige to your store, on account of quality and price. A post card will bring particulars of what we are prepared to do, together with copy of our new Catalogue.

**SANDERSON-HAROLD CO., Limited**

PARIS - - ONTARIO



## Paint and Oil Markets

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, Jan. 20, 1905.

**T**RADE has brightened up considerably, and now that all the regular travelers are on the road collections are reported excellent. Linseed oil has resumed its normal condition and great hopes are held out for improved conditions during the year. Large orders have been received for mixed paints. Stocks from country points are reported light. There seems a lull in the demand for white lead and some rumors are abroad as to the possibility of an advance. Our prices are:

**Turpentine**—Single barrels, 78c per gallon; 2 to 4 barrels, 77c per gallon. For smaller quantities than barrels 5c extra per gallon is charged. Standard gallon is 8.6 lbs. The above prices are net thirty days, for longer terms prices are higher.

**Linseed Oil**—Raw, 1 to 4 barrels, 44c; 5 to 9 barrels, 43c; boiled, 1 to 4 barrels, 47c; 5 to 9 barrels 46c; delivered in Ontario between Montreal and Oshawa at 2c per gallon in advance.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 1-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, loose, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.80 to \$3; pure orange, \$2.75 to \$2.85; No. 1 orange, \$2.45 to \$2.60.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—8 3-4 to 9 1-4c in whole-

sale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east.  
Toronto, Jan. 20, 1905.

**I**T is quite noticeable by the increase in orders that the travelers are once more actively at work. That the retail merchant anticipates a brisk business this coming season is quite ap-

parent from the fact that large orders have been received by the majority of manufacturers and jobbers for a general line of mixed paints. White lead, turpentine and linseed oil are each in good demand which implies that there is still a portion of the purchasing public not yet educated to the use of the manufactured article. Owing to the cheapness of white lead, "pure" has the best demand. Some small orders have been received for No. 1, but, nothing has been sold in the lower grades for some time. An increase in the demand for shellac is noted this week. Conditions of the linseed oil market are nominal. Turpentine has taken another advance of 2c per barrel. Prices have been steadily advancing at the manufacturing point for some time, but it did not effect our prices on account of the large stocks held by the local jobbers. Now that these stocks are exhausted and new stock has to be purchased from the manufacturers a higher price will have to rule. Castor oil has advancing during the week 1-2c per lb. and 1c for single tins. The glass situation remains unchanged. Some jobbers are advising their customers not to buy more than is really necessary before next Fall as they think the labor troubles will then be settled and the foreign manufacturers will be in a position to supply the Canadian market. As far as can be learned the amount of glass held by the local jobbers is small, in fact, some are trying to purchase in

## IT STIMULATES A DEALER

**TO PUSH HIS BUSINESS**, if he has the satisfaction or feeling that he has bought wisely.

Whether he has or not is evidenced by what is called for most in any particular line.

If in the wall-coating line, he would not have to be a very close observer to realize that the demand is for **CHURCH'S GOLD WATER**

# ALABASTINE

a wall-coating made from a cement base, that will not rub or scale off.

**ALABASTINE** is made in Paris, Canada, by Canadian labor, and from rock taken out of Canadian mines. It is **TIME TRIED**, and **TIME TESTED**.

**ALABASTINE** possesses every qualification to help establish and maintain a good trade. The fine, up-to-date advertising matter we furnish, and the thousands of dollars expended annually in advertising, are potent factors worthy of the consideration of any dealer in business to stay and to make money.

**ALABASTINE** is in demand all the time, but principally in the spring. Have you ordered yet? "Do it Now." For sale by jobbers everywhere, and by

**The Alabastine Co., Limited, Paris, Ont.**



## Honest Industry and Hard Work Will Win

We put this old saying in our pipe some years ago, and have been smoking it ever since. It suits us well. We pass it on to you as a good thing for your business—that is, if you haven't already been using it.

## Granite Floor Paint

—quick drying and durable.

Made from the purest and finest materials, and without doubt is the best Floor Paint on the market.

It is a rapid seller.

**STANDARD PAINT & VARNISH CO., Limited, WINDSOR, ONTARIO**

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

## IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

**Turnbull & Henderson**

Customs Brokers, Forwarding and Distributing Agents,  
Vancouver, B. C. Satisfactory service guaranteed.

## McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES.

**MONTREAL.**

## ABOUT GLUES

What kinds do you handle? Are you and your customers satisfied? Perhaps we can give you a better article at a fairer figure. Our SCOTCH GLUES will be found of exceptional strength, and equal to many glues for which much higher prices are charged. Let us send samples.

**GROVE CHEMICAL CO. Ltd**, Appley Bridge, Lancashire, Eng.



A Popular, Profitable and Seasonable Line to Handle.

Dennis'  
Flexible Steel Wire  
Door Mats

**DENNIS WIRE AND IRON CO.**

Send for Catalogue.

LONDON, ONT.

TRADE



MARK

## Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

**LONDON, ENG.**

Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works or from the principal Color Dealers in Canada



# A Few Minutes



will enable you to find out what you need to complete your stock of Island City Paints. Time is money in this case.

**P. D. DODS & CO.,** Montreal Toronto Vancouver



# Announcement

## The Canada Paint Company

*take pleasure in stating  
that with the enlarged  
facilities afforded by  
their new Color House  
they are*

*now manu-  
facturing  
for the  
coming  
season  
sufficient  
Pure Paris  
Green to  
supply  
the entire*

*wants of the Dominion.  
Dealers will, therefore, be  
saved the annoyance of  
importing, the money  
is retained in Canada  
and the quality will, as  
usual, be pure, uniform  
and not excelled by any  
other.*

### IMPORTANT

HALF OF THE CANADA  
PAINT COMPANY'S  
PARIS GREEN OUTPUT  
FOR 1905 HAS ALREADY  
BEEN SOLD. BUYERS  
SHOULD NOT DELAY  
SENDING IN THEIR  
ORDERS . . . . .

**MADE IN CANADA.**

order to meet the demands of their customers.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be changed for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs, \$4.25; ditto, in kegs of 100 lbs, \$4.50; No. 1, in casks of 500 lbs, \$3.75 to \$4; ditto in kegs of 100 lbs, \$4.25.

**White Zinc**—Genuine French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

**Shingle Stain**—In 5 gallon lots 75 to 80c. per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 44c; boiled, 47c; 5 to 9 barrels, raw, 43c; boiled, 46c, Toronto, Hamilton, London, Elora and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls 78c; 2 to 4 bbls, 77c; 5 bbls and over 76c, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

### Window Glass.

MONTREAL.

The chief talk in the trade is the Belgium strike. While it was reported last week that some dealers were

threatening to withdraw quotations, no truth in this has been established. It may be stated that Montreal window glass firms have acted very generously to the trade in not advancing prices when they had a good opportunity. Large sums of money could have been made by them. We quote as follows: first break, fifty feet, \$1.70; second break, \$1.80; first break, 100 feet, \$3.25; second break, 100 feet, \$3.45; third break, 100 feet \$4; fourth break, 100 feet, \$4.25; fifth break, 100 feet, \$4.50; sixth break, 100 feet, \$5; seventh break, 100 feet, \$5.50; and eighth break, 100 feet, \$6; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 15 per cent. and from double thick is 33 1-3 per cent. Terms four months, and 3 per cent. discount 30 days.

### Petroleum.

**Refined**—Heavy shipments of October, November and December has caused the demand to be somewhat quieter and prices are easier. A slight change is noticed in Canadian prime white and a range of prices is quoted this week instead of a set price as formerly. Our quotations are as follows: Water white, 17c; Canadian prime white, 15 to 15 1-2c; American water white, 17 1-2 to 19c ex warehouse.

**Crude**—A lessening of the export demand, causing an overproduction and a surplus, results in another general decline in price. We quote the following prices: Pennsylvania, \$1.42; Corning, \$1.09; Newcastle, \$1.34; North Lima, 95c; Tiona, \$1.57; South Lima, 90c; Somerset, 83c; Indiana, 90c; Canadian, \$1.38.

### EXPORTS OF PIG IRON DECLINE.

There were no shipments of pig iron from the Middlesbrough district of England to the United States for the eleven months ending November 30, 1901. For the corresponding period in 1903 there were 80,440 tons and in 1902 there were 156,867 tons.





## Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the hardware trade, cast your line where all the good hardware merchants in Canada congregate every week—looking for bait to build up their businesses with—in **HARDWARE AND METAL**. But

Suppose results don't come at fust  
What be yew goin' tur dew?  
Take out yewr ad, and kick yewrself,  
An' go ter feelin' blew?  
Uv course yew hain't; yew're goin' tew fish,  
An' bait an' bait agin:  
Bimeby some nibbles 'n bites 'll come,  
Then yew'll pull 'em in.

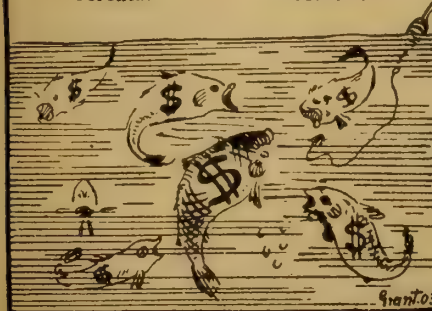
Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

## Hardware and Metal

10 Front St. E.  
Toronto.

232 McGill St.  
Montreal



Department of Advertising Service



## ELECTRICITY SIMPLIFIED

By Prof. T. O'Connor Sloane.

This work is the simplest ever published on the subject of Electricity, and does something not hitherto accomplished. The object of "Electricity Simplified" is to make the subject as plain as possible, and to show what the modern conception of electricity is; to show how two plates of different metals immersed in acid can send a message around the globe; to explain how a bundle of copper wire rotated by a steam engine can be the agent in lighting our streets; to tell what the volt, ohm, and ampere are, and what high and low tension mean; and to answer the questions that perpetually arise in the mind in this age of electricity

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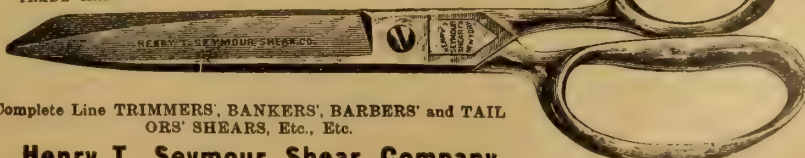
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## AN INTERESTING CONFERENCE

A COMBINATION of machinery manufacturers which is rapidly assuming very large proportions, but of which little has been heard is Allis-Chalmers-Bullock, Limited, Montreal. The directors were present at the beginning of the week for the semi-annual meeting and met there the salesmen from all parts of the country. So well pleased were they with the prospects of the Canadian company that they have formally pledged the support and assistance of the allied companies in the United States.

It is a principle of the president, Mr. George Bullock, of Cincinnati, to keep in close touch with all departments. On Monday accordingly he met the salesmen and office staff at the works and addressed them upon the policy of the company and its relations with the American companies. Mr. R. W. Chapin, the second vice-president and general manager, followed with a paper upon the future development of the Canadian works and new lines of manufacture that may be added. Papers upon different features of the business were also read by the members of the staff.

On Tuesday the salesmen attended a demonstration of the special points of the Ingersoll-Sergeant drills, coal cutters and compressors by Mr. C. M. McErgon and a similar demonstration of electrical work by the chief engineer, Mr. H. A. Burson.

## The Dinner.

On Tuesday night the directors tendered a complimentary dinner to the salesmen and members of the office staff at the Canada Club.

In the centre of the table was a large model in flowers of the crest of the company, a shield bearing the initials, A. C. B., banked with maple leaves and bound with smilax. The chair was occupied by Mr. George Bullock, of Cincinnati, who is president of the company, and the vice-chair by Mr. Edgar Macdougall, of Montreal, who is vice-president. There were over fifty present, all directly interested in the company. Among them were: Messrs. B. H. Warren, president; W. Chalmers, treasurer, and W. H. Whiteside, general manager of sales of the Allis-Chalmers Company of New York, Chicago and Milwaukee; J. S. Neave, vice-president of the Bullock Electric Manufacturing Company, Cincinnati; R. W. Chapin, second vice-president and general manager; Colonel Henshaw, H. J. Fuller, J. W. Pyke, Alex.

Tringle, Phelps Johnson, W. C. McIntyre, all of whom are directors; W. C. Brown, H. Markland Molson, E. Kirke Greene, C. E. Gudewill with others financially interested, and Lieut.-Col. J. B. Maclean, of Hardware and Metal.

## The President's Speech.

Mr. Bullock, after the toast to the King and the President, referred to the events of a year ago, when he was ill and Mr. Neave closed the negotiations for the acquisition of the works. At that time the company did not exist, and last night there were over 50 present all deeply interested in the success of Allis-Chalmers-Bullock. They looked to their salesmen for success, and had every reason to believe they would succeed. They looked to the parent companies, the Allis-Chalmers Company, the Bullock Company, the Ingersoll-Sergeant Company, and the Lidgerwood Company, for support and assistance. Without their sustaining powers the company could not exist. He had just returned from the Northwest and British Columbia, and was convinced that the success of the company was assured from that territory. He proposed the toast of the salesmen, to which Mr. Alfred Collyer briefly replied.

Speeches were delivered by Messrs. Bullock, Collyer, Warren, Chalmers, Whiteside and Neave, while songs and music filled in the rest of a most enjoyable evening.

## A THREE-DAY CONVENTION.

ON January 10, 11 and 12 a unique convention was held at the new home of the Frost Wire Fence Co., at Hamilton, when about 150 agents of the company from all parts of Ontario were entertained by the firm. On the first day of the convention the visitors in small parties were personally conducted through the extensive works and every possible point in the manufacture of the company's product was explained, the object being to make the agents thoroughly familiar with the goods they were called on to sell. Members of the firm gave their particular attention to each agent during the day.

On the second day late comers and such others as cared to make the rounds again were conducted through the works and general meetings were held at which matters pertaining to the welfare and development of the business were freely discussed.

In the evening a banquet at the Royal

Hotel was tendered the visitors. Mr. H. L. Frost, secretary of the company, presided and near him sat ex-Ald. William Findlay, Ald. J. M. Eastwood, John T. Hall and other prominent gentlemen.

Before the toast list was proceeded with, Mr. Frost was presented with a handsome Morris chair and the following eulogistic address:

To Mr. H. L. Frost, our Manager:

We, your local representatives, appreciating your successful exertions and enterprise, in building such a large and handsome factory for your growing works (which have grown very rapidly in the last few years), cannot let this opportunity pass without showing our appreciation of your untiring efforts and kindness to us in all your transactions and dealings with us, would present you with this small token of our good will and respect, not for its intrinsic value, but as a remembrance of our meeting here to-night.

Wishing you and the Frost Fence Company many returns of this occasion.

Signed on behalf of the local representatives of the Frost Wire Fence Company:

George Westbrook, Echo Place, Ont.

J. W. Kennedy, Cedar Grove, Ont.

S. Jewell, Mount Albert, Ont.

A. Markle, Scotland, Ont.

William Blue, Palmyra, Ont.

The toast list was as follows:

"The King"—God Save the King.

"Hamilton, the Manufacturing City"—Ex-Ald. Findlay, Assessment Commissioner John T. Hall, Ald. Eastwood.

Song—W. A. Spratt.

"Our Guests"—W. H. Crow, Welland; David Ross, Welland; ex-Mayor W. J. Best, Welland.

"Our Customers"—Wm. Bule, Palmyra; N. W. Switzer, Streetsville; Chas. Taylor, Drumbo; E. Misener, Boyle, R. Cronsberry, Virginia.

"Frost Wire Fence Company, Limited"—D'Arcy Martin, A. L. Page, R. H. Maccombe, Jos. Stoneham, H. L. Frost.

"Frost Fence Hockey Team"—Chas. Hanson, Chas. Hagar, Geo. Peart, Clarence Morin.

"The Ladies"—L. Munroe.

"The Press" was also duly honored.

On Thursday the entire company boarded a special train and proceeded to Niagara Falls for a day's outing. The pleasantest time imaginable was spent and on their return to Hamilton, the party dispersed to their homes full of enthusiasm for the Frost Wire Fence Company and its generous management.



RETURNED  
JAN 21 1905  
To Owner  
Cut Hook 29  
Page 24



# "Jewel" Knife and Scissor Sharpener

The sharpener has 3 openings, the 2 at the sides to sharpen Scissors and one in the middle for Knives.

**To Sharpen Knives**—Place the sharpener upright on the 2 rubber feet, put the blade of the knife in the middle opening with the cutting edge pressing slightly against the 2 round sharpeners and draw it toward you.

If the cutting edge of the blade is very uneven it can be made straight on the 2 flat sides which are filled with emery, and after this is done sharpen as above directions.

On "Jewel" sharpener No. 2 there is on an elastic bed an emery paper to clean rust, etc. The emery paper can be easily renewed by removing the tacks.

**To Sharpen Scissors**.—Take the instrument in the left hand and lay it on the table so that the iron foot rests on the table and with the right hand put the blade of the Scissor (according to the size of it) in the upper or lower opening pressing the edge of the blades lightly on the 2 round sharpeners, drawing the blade towards you. Hold the blade so that it presses against the flat side of the opening.

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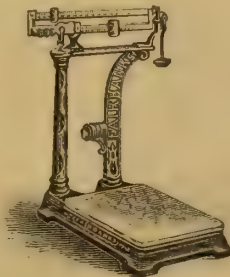
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# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

ACCORDING to an estimate, the mineral production of Canada for 1904 will exceed that of last year by over \$3,500,000. The increase took place in gold, silver, lead and coal. It is estimated that during 1904 there were mined 57,050 ozs. of placer gold, 256,135 ozs. of lode gold, 3,505,805 ozs. of silver, 36,688,580 lbs. of copper, 37,000,000 lbs. of lead, 1,668,000 tons of coal, and 272,400 tons of coke.

In England during 1904 the output of iron ore was 13,715,645 tons, which is an increase of 289,641 tons over the previous year, but the value, \$16,149,685, is less by \$290,820, than in 1903. The imports of iron ore during the year were 6,314,162 tons, 78 per cent. of which came from Spain.

An industrial boom in New Westminster, B. C., and its vicinity, promises to be a feature of the present year. Mills that have been closed for ten and fifteen years are to be opened, re-fitted and run on a very extensive scale. Sites have been purchased for the erection of a tannery and several saw and grist mills.

Because of the refusal of the mining company to pay \$15,426 claimed under the Act providing for a tax of 2 per cent. on all ore mined, the Government ordered the seizure of the Le Roi mine near Rossland. However, when the seizure was made the company immediately furnished a bond sufficient to cover the amount demanded and the deputy sheriff left the property.

Receipts of Canada for the year ending June 30th last, on account of the consolidated fund, amounted to \$70,669,816, and the expenditure of same amounted to \$55,612,832, thereby showing a surplus of \$15,056,894. The expenditure charged to capital was \$7,881,718, railway subsidies received \$2,046,878, and \$1,130,041 was paid out on account of bounties. The net debt at the close of the fiscal year was \$260,867,718, a reduction from the previous year of \$739,270.

Exclusive of corn and bullion, which amount to between \$7,000,000 and \$8,000,000 yearly, Canada's total imports from United States in the fiscal year 1904 amounted to \$143,010,578, an increase of 11 per cent. over the imports of 1903. Of this total \$65,466,798 worth was admitted free and \$77,543,780 worth paid duty. Canada's exports to United States amounted to \$66,856,

885, a decrease of 11-3 per cent. as compared with the preceding year. Our exports to Great Britain show a much greater shrinkage, having fallen from \$125,199,980 to \$110,120,896, a decrease of 12 per cent.

Production of coal and coke in the Crow's Nest Pass collieries for the year 1904 was higher than in any previous year. The following table shows the production for five years:

	Consumed in Canada. Tons.	Export.* Tons.	Total. Tons.
1900 .....	211,533	8,925	220,458
1901 .....	343,860	81,597	425,457
1902 .....	87,643	33,134	120,777
1903 .....	498,166	162,952	661,118
1904 .....	581,634	162,366	744,000

	Production of coke: Tons.	Tons.	Tons.
1900 .....	45,445	28,051	73,496
1901 .....	89,678	35,407	125,085
1902 .....	87,643	33,134	120,777
1903 .....	136,650	31,089	167,739
1904 .....	138,976	105,924	244,000

## COMPANIES INCORPORATED.

Commercial Twine Co., Montreal, capital stock \$10,000; purpose to trade in twine, cordage, paper, tar, paint, etc. The directors are: J. R. Converse, J. Marsden, G. Hiam, O. C. Pangman, and J. Oswald, all of Montreal.

Brick Mfg. and Supply Co., London, share capital \$40,000; purpose to manufacture and deal in all kinds of builders' material and supplies. The directors are: W. Tytler, R. G. Wilson, T. Jones, H. Sing, and J. Whittaker, all of London.

Wilberforce Lumber Co., Durham, share capital \$40,000; purpose to manufacture lumber, railroad ties, shingles, veneer, telegraph poles, pulpwood, etc. The directors are: G. Sparling, A. S. Hunter, and D. Jamieson, all of Durham.

Gold Stock Manufacturers, Montreal, capital stock \$20,000; intend to manufacture and deal in gold, silver, rolled plate, and other jewelry. The directors are: T. J. Fisher, A. J. Hart, H. J. Ross, C. Bolt, and F. A. Raab, all of Montreal.

Maritime Express Co., Ottawa, capital stock \$15,000; purpose to carry on the business of a general express company. The directors are: F. H. Chrysler, C. J. R. Bethune, N. G. Larmonth, and G. G. Chrysler, all of Ottawa, and P. G. G. Jenkins of Kentville.

Buffalo & Leamington Oil & Gas Co., Windsor, share capital \$100,000; purpose to explore and operate for petroleum oil, gas and salt. The directors are: E. Wigle, of Leamington; C. L. Meyer,

township of Pelee, county of Essex; and L. J. Gemmell, of Perth.

Canadian Corundum Wheel Co., Hamilton, share capital \$40,000; purpose to manufacture and sell corundum and emory wheels and emory wheel grinding machines. The directors are: L. Sherk, H. E. Sherk, G. F. Webb, W. Bell, and A. S. Devine, all of Hamilton.

Stratford Mill Building Co., Stratford, share capital \$200,000; purpose to manufacture and sell mill machinery, boilers, engines, threshers and separators and other machinery. The directors are: W. Preston, J. B. Greig, and E. M. Preston, all of Stratford.

Higston-Smith Arms Co., Winnipeg, capital stock \$50,000; purpose to acquire and carry on the business of the Higston-Smith Arms Co. To deal in all kinds of sporting goods. The directors are: K. T. Putnam, C. M. Scott, H. Archibald, and H. B. Tolton, all of Winnipeg.

Canada Tin Plate and Sheet Steel Co., Morrisburg, share capital \$1,500,000; purpose to manufacture every description of iron, steel, tin and other metal work. The directors are: N. D. Lewis, of Wales, England, J. A. Meldrum, W. D. Cavendish, A. E. Panter, and B. D. Cole, all of Toronto.

A. Weller & Co., Toronto, share capital \$40,000; purpose to acquire and assume and continue as a going concern, the business of builders and contractors heretofore carried on by the late A. Weller and J. Stares. The directors are: J. Stares, W. Weller, and J. Weller, all of Toronto.

St. Mary's Quarries, Limited, St. Mary's, share capital \$200,000; purpose to quarry, manufacture and deal in stone, building stone, crushed stone, Portland cement, lime, etc. The directors are: A. Douglas, T. T. Garner, and J. W. Graham, all of St. Mary's; D. Bonis, of the township of Blanshard, of the county of Perth; and A. Calley, of Toronto.

Anglo-Canadian Leather Co., Montreal, capital stock \$2,000,000; purpose to carry on the business of importing, exporting, tanning, manufacturing and dealing in hides and leather of every description. The directors are: B. Shaw, Boston, Mass.; C. T. Shaw, T. D. Stewart, B. A. Shaw, and F. C. Bush, all of Montreal.

Acme Mfg. Co., Toronto, share capital \$40,000; purpose to manufacture, deal, and sell all kinds of weighing scales, scales machinery, engines, boilers, motors, motor vehicles, electrical appliances, electrical machinery, implements, plumbers' supplies, foundry supplies, etc. The directors are: J. T. Eastwood, N. Murphy, E. E. Wallace, F. Hodgson, and A. J. Walker, all of Toronto.



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## Business Changes

### ONTARIO.

Teeswater Light & Power Co., Teeswater, have sold to W. H. Green.

J. Smith, planing mill owner, Tillsonburg, has sold to West & Jackson.

The foundry owned by J. L. Connor, Ottawa, has been damaged by fire.

Fensom Elevator Co., Toronto, have suffered loss to woodwork department by fire.

G. H. White, plumber and tinsmith, Port Colborne, has assigned to D. H. McLeod.

The business of T. Bullyment, harness merchant, Owen Sound, is advertised for sale.

W. A. MacDonald, hardware merchant, Park Hill, has sold to Brewer & Harrison.

W. Saunders, manufacturer of lumber, Dutton, has admitted W. F. Kendall as partner.

W. G. Whyte & Co., hardware merchants, Arnprior, have dissolved partnership. W. G. Whyte continues.

W. H. Howey, harness maker, Delhi, has assigned to R. A. Dickson. A meeting of creditors was held January 19.

The stock of the Fishleigh hardware store, Gorrie, was sold by auction at London on January 6 to Mr. Davis, of Mitchell.

### QUEBEC.

Jos. Lambert, Jr., contractor, Montreal, is dead.

Cofé & Fils, saw mill owners, Belisle's Mills, have assigned.

Drolet & Forget, plumbers, Montreal (Maisonnette), have dissolved partnership.

T. M. Morgan, cement manufacturer, Longue Pointe, is offering 10c on the dollar.

O. H. Skroder and D. M. Campbell have registered under the style of Campbell & Skroder, lumber merchants, Kiskissink.

### MANITOBA AND N.W.T.

Western Implement Mfg. Co., Winnipeg, is advertised for sale by tender.

J. H. Wilson, hardware merchant, Neepawa, has sold to Geo. Kellington.

G. A. Denwoody, dealer in agricultural implements, Neepawa, has suffered loss to premises by fire.

Munro & Heatherington, dealers in agricultural implements, Cartwright, have dissolved partnership.

The assets of the estate of Knox Bros. & Faija, lumber merchants, Gladstone, were sold by auction on January 18.

G. Smiley, dealer in lumber and agricultural implements, Manor, is to be succeeded by G. & J. J. Smiley on March 1.

### NEW BRUNSWICK.

Jas. Pender & Co., nail manufacturers, St. John, have suffered slight damage to plant by fire.

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**STANDARD SCALES**, valves, trucks, steam specialties; W. I. pipe and fittings, machine tools, mill supplies, scale repairing a specialty; prompt delivery from stock; write for prices. The Fairbanks Co., Toronto.

**MARINE** Engines and Boilers—Large assortment; send for stock list. Doty Engine Works Co., Limited, Goderich.

**MACHINERY for Sale**—Two large die presses; one large iron drill; cheap for immediate sale; in first-class order. United Factories, Limited, 164 Adelaide West.

### SITUATION WANTED.

**ELECTRICAL ENGINEER**—Long practical experience in fitting up and taking charge; also estimating and consulting. J. Pearce, New Liskeard, Temiskaming, Ont.

Macdonald & Watson, mill and lumber merchants, Huntsville, have dissolved partnership. J. A. Macdonald continues.



# The Way to Value Horse Nails



What is meant by value? It is a ratio—one thing as compared with another. You must therefore have a standard of value; hence there are standards for weights and measures; standards for wheat and so forth.

What is "No 1 Manitoba Hard?" It is the best wheat the country produces—therefore selected as a standard.

What does the "C" brand on a box of Horse Nails mean? That it represents the best "made in Canada," and has been accepted as such for forty years by the Hardware and Farrier trade, as the highest standard for Horse Nails.

The best Horse Nails are the most economical to use, and you can always be sure of getting the best by ordering the "C" brand.

We make them by our own special process, from the best material known in the world for the purpose—Swedish Charcoal Steel. They will outwear any other nail.

All the leading wholesale hardware firms have the "C" brand for sale. Your preference in ordering solicited.



**Canada Horse Nail Co.**  
MONTREAL.

## CANADIAN DISTRICT CHAMPIONS.

F. E. MUTTON, Canadian manager for the National Cash Register Co., has just returned with his staff from attending the annual two weeks' convention of the firm at Dayton, Ohio. The following gentlemen from Canada were present: F. E. Mutton, district manager for Canada; A. Blackwell, sales agent, Montreal, Que.; J. M. Roy, sales agent, Province of Quebec; J. J. Quinn, sales agent, Province of Quebec; J. P. Mason, sales agent, city of Montreal; J. A. Hossack, salesman, city of Montreal; A. G. Fiddis, salesman, city of Montreal; R. E. Van Dyke, sales agent, Nova Scotia; F. W. Thomas, sales agent, New Brunswick; Wm. Brizzolari, sales agent, Northwest Territories; B. L. Robinson, sales agent, Northwest Territories; G. A. Christie, sales agent, Northwestern Ontario; C. H. Collins, sales agent, city of Toronto; W. J. Irvine, salesman, city of Toronto; W. W. Digby, sales agent, Southwestern Ontario; W. A. Harston, sales agent, Northwestern Ontario; W. D. McDonald, sales agent, Western Ontario; J. D. Roberts, sales agent, Central Ontario; W. E. Wright, sales agent Eastern Ontario; J. T. Brownrigg, office manager, Toronto, Ont.; H. A. Scott, salesman, Toronto office; C. J. Whipple, sales agent, Manitoba; C. S. Faul, office manager, Winnipeg, Man.; J. E. McIntyre, sales agent Manitoba; O. K. Morris, salesman, Winnipeg, Man.; Jas. Anderson, salesman, Manitoba; Jas. W. DuLaney, manager Canadian factory, Toronto, Ont.

The delegates also included representatives from all parts of the world.

The Canadian representatives had the satisfaction of bringing home with them a beautiful silk banner as the champion selling district of the world for National Cash Registers. The banner is being proudly displayed by Mr. Mutton in the offices of the company in the Rossin House block, King street west, Toronto.

## ANNIVERSARY NUMBER.

M. T. Richardson Company, publishers, No. 27 Park Place, New York, have just issued the 25th anniversary number of the "Blacksmith and Wheelwright," a trade magazine devoted to the conditions of the blacksmithing and carriage-building industries. A special cover has been designed for this number, the subject being a rustic blacksmith and carriage shop, showing the blacksmith busily engaged shoeing a horse. Among the articles is one with illustrations explaining how to build a democrat wagon; another describes a model shop, while still others deal with prominent blacksmiths, power-driven shops, hints on varnishing, how to make hatchets, how to weld, etc.

## BOOKS FOR BUSINESS MEN Manufacturing Cost

By H. L. C. HALL.

Dealt with along general lines and not from the standpoint of any particular industry. The whole organization and conduct of a factory from the purchasing agent to the salesman are considered exhaustively. An invaluable work.

Descriptive pamphlet on request  
Cloth bound, Price, postpaid, **\$3.00**

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In Accounting, Advertising, Book-keeping, Card Indexing, Correspondence, Management.

Compiled by a Board of Experts.

These methods are practical; in daily use by experts who charge \$25.00 to \$100.00 a day for their services.

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## Thorne's Twentieth Century Book-keeping and Business Practice

A new and model work on Bookkeeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

It constitutes an Illustrated Dictionary. It contains Three Sets of Accounts—Models worked out in detail, and a host of special forms for special uses. Corporation Accounts are treated with special care and thoroughness. There is no other book which will so easily teach you to be a good bookkeeper.

Descriptive pamphlet on request  
Bound in half leather, Price, postpaid, **\$3.00**

## Hardware Store Business Methods

Compiled and Edited by R. R. WILLIAMS,  
Hardware Editor of the IRON AGE.

The thorough and practical treatment of the important subjects discussed, the embodiment in these articles of the experience of men of ability and enterprise, the suggestiveness of the principles and maxims thus presented, will, it is hoped, render the volume useful to many and tend to elevate still further the business methods of the hardware trade.

Cloth bound, Price, postpaid, **\$1.00**

## The American Hardware Store

A Manual of Approved Methods  
of Arranging and Displaying  
Hardware.

By R. R. WILLIAMS,  
Hardware Editor of the IRON AGE.

This book is descriptive of the best methods of accommodating and displaying the large variety of goods which are carried in stock in representative American and Canadian hardware stores. Copiously illustrated, and worth many times its cost to every progressive hardware dealer.

Cloth bound, 6 3/4 x 9 3/4, 576 pages. Price, postpaid, **\$3.00**

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for news of the Oil, Paint, Soap, Varnish Chemical and Drysaltery Trades.

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Canadian Agent,

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is the one you sell.

It beats every other kind.

Matchless for metals.

Liquid or Paste

**10c. SIZES AND UPWARDS**

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### KNIFE POLISH

The original and only Genuine  
Preparation for Cleaning Cut-  
lery. 6d. and 1s. Canisters

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Flint Cloths and Papers, etc.

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**JOHN FORMAN, 644 Craig Street**  
**MONTREAL.**

**STOVES AND TINWARE.****Welsh Tin Plate Industry Active.**

**T**HREATENED industries, like threatened men, not only live long, but appear often to increase in robustness as they get far advanced on life's journey. Such certainly appears to be the case with the tin plate industry of South Wales, which, says the Iron and Coal Trade News of London, has probably never been enjoying a greater measure of prosperity, measured by the number of hands and of mills employed, than it is having at this moment. About a month ago—and presumably at the present time—there were no fewer than 394 tin plate mills employed in Great Britain, and these collectively found work for 19,700 workpeople. We should compute this record as equal to an output of fully half a million tons of tin plates per annum. The number of mills actually built appears from the Board of Trade returns to be materially larger, and the number actually engaged was 46 greater than a year ago. A considerable number of mills have lately been engaged on the production of black plates and sheets, and to this extent the output of tin plates has been affected. The extremely local character of the industry is indicated by the fact that 384 of the 394 mills at work are in the South Wales, Monmouthshire and Glamorganshire districts.

**Chicago's Stove Business.**

**T**HE Chicago Tribune of recent date says: "Stove manufacturers in Chicago estimate an increase in business for the year just past of about 10 per cent. There has been something of a revival of the use of hard coal stoves since the passing of the unpleasant days when prices went almost out of reach on the anthracite strike. Wholesale stove dealers had to contend with the fact that large stocks were carried over from the former year. The year closes with the trade in much better condition than it began and with the foundries turning out more stock, for which there is ready demand. There was a noticeable displacement of oil stoves and other contrivances used when coal was at high prices. Liberal sales are reported of the small class of stoves which use any kind of coal or wood and are of the hot blast

order, which became popular during the strike. A leading radiator company estimates about 5 per cent. increase in the sale and distribution of water and steam heating apparatus. Cost of production was increased by higher prices for steel and iron."

**More Stove Poetry.**

There seems to be a mania for expatiating in verse on the merits of various brands of stoves. Here is a good one from the American Artisan:

Hot and hottest! we should say,  
Here's the new heat of to-day.  
Here's the Heater—and no less,  
That is just its business,  
Red hot is its record past,  
Nothing's like the Globe Hot Blast.

It's the winner everywhere,  
Regulated by the air,  
All is in the draft, you know,  
Make it fierce or soft and low,  
Shut it off, your fire will last  
Days inside the Globe Hot Blast.

'Tis the loveliest of the line,  
It is fine and superfine,  
'Tis a jewel on your hearth  
And the Best stove on the earth;  
All the others are outclassed  
By the famous Globe Hot Blast.

It is rich and it is rare,  
'Tis the Heater everywhere,  
Saves in fuel what it cost  
In the first six months of frost;  
No stove yields a heat so vast  
As the charming Globe Hot Blast.

It is gorgeous, neat and clean,  
And will please wherever seen,  
It will do just what you please  
For it's managed with all ease;  
Made to warm you and to last  
Is the modern Globe Hot Blast.

**A New Heating Device.**

**C.** S. L. BAKER, a St. Joseph, Mo., colored man, has invented a heating apparatus which it is claimed will produce heat without the use of combustion at all, friction being the agency employed.

Baker's invention consists of a steel tube surrounded by a jacket and inside of the tube a wooden roller cut into four triangular sections and arranged about a steel shaft. The wooden roller is five inches in diameter, and the inside of the tube in which it runs is six inches in diameter. The water chamber outside of the tube is ten inches in diameter, leaving four inches in the water chamber. The model is about three feet long.

It is Baker's claim that the machine will finally do away with combustion for all purposes except possibly foundry furnaces and in other cases where great heat is required. For all ordinary heating purposes the machine he has invented will suffice.





### Solarine Bar Polish

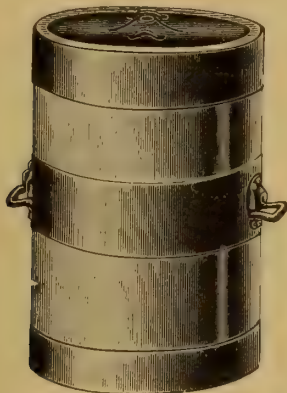
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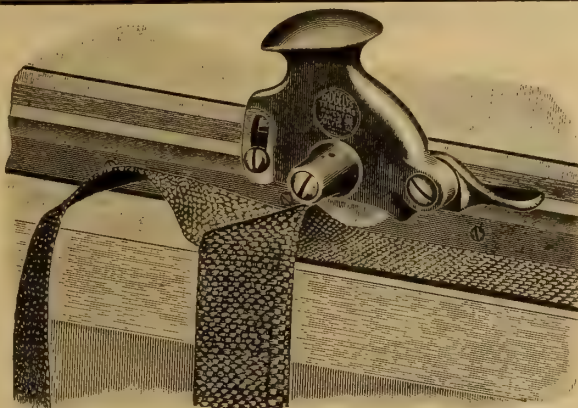
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Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

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Sole agents being appointed in each district. Write to-day.



### Ridgely's Model B Trimmer

In conjunction with our famous **THREE-PIECE STRAIGHTEDGE** makes an outfit for trimming paper that will do the work in one-sixth the time it takes to do it with a knife or shears, and do it accurately. Guaranteed to give perfect satisfaction.

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**THE RIDGELY TRIMMER CO.,**  
Manufacturers,  
**Paper Hangers' Supplies,**  
**SPRINGFIELD, OHIO, U.S.A.**

Send for Catalogue No. 16.

67

- Wood age has passed
- Iron age has come
- So has Cutt's **All Metal Ash Sifter.**
- The best sifter made, bar none.
- Retails for 25c.

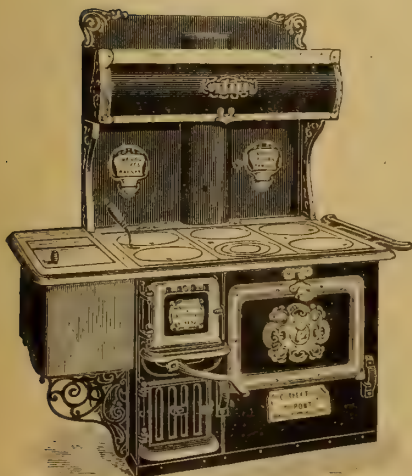
68

- Gentlemen, your orders.
- We ship to the north pole, and nearer points.
- Would like to ship some to you.

**C. M. CUTTS & CO.,** **SOLE MAKERS** **Toronto Junction, Ont.**

## This is Looking-around Season for the Range Buyer

Not so much buying yet, but a good deal of hard thinking. What you have to show now is what they will judge you by when the day of purchase comes. If you show the lookers an



## OXFORD CHANCELLOR RANGE

the balance will be in your favor

You should have a sample on your floor now, and your season's order should shortly be in our hands.

**THE GURNEY FOUNDRY CO., LIMITED**

**Toronto**

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**CORRESPONDENTS:**

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.



# THE OFFICE END

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## FORMING A JOINT STOCK COMPANY.

A few items of general interest to the Bookkeeper after the formation of a Joint Stock Company or the amalgamation of industrial concerns.

By H. R. W.

IT would be impossible to give a set of opening entries applicable to every business, as it would depend largely upon the arrangement made with the vendors in regard to the transfer of their business, but in a general way, the "assets" transferred should be debited, crediting "Shareholders of Old Company," the "Liabilities" credited, debiting "Shareholders of Old Company," the balance in the "Shareholders" account showing the amount of stock held by them in the new company, the completing entry being:

"Shareholders of Old Company" Dr.

To Capital Stock account Cr.

If stock is offered for public subscription the entries for "General Ledger" purposes might be made as follows:

Shareholders Acct. Dr.

To Capital Stock account Cr.

(For Amount of Stock Subscribed.)

Cash Dr.

To Shareholder Cr.

(as instalments are received on subscription)

thus closing "shareholders" account in the general ledger.

If various classes of stock are subscribed for, such as first preference, second preference or common, these divisions may be credited instead of simply using the term "capital stock."

As a rule, shareholders are treated collectively in the "General Ledger," one, two or three accounts being kept according to the class of shares subscribed for, the accounts for the individual shareholders being kept in the stock ledger.

### A First Difficulty.

Probably the first difficulty with which the office man will have to contend when the amalgamated company has not taken over the accounts receivable or payable of the individual companies, will occur upon receipt of a cheque or money order, the amount of which includes accounts due both to the old and new companies. Let it be supposed, for instance, that Bentley & Jones owe one of the old companies \$10 and the amalgamated company \$15, the latter being subject to cash discount of 2 per cent. Upon receipt of the cheque or money order, the remittance may be entered in the cash book of the new company as follows:

		c.d.	amt.
Bentley & Jones.....	\$24.50	..	....
Less amt. of account for Old Co.	9.80	30	\$14.70

The amount posted to the credit of Bentley & Jones in the books of the new company being \$15, made up of cash \$14.70 and cash discount 30c, the balance \$9.80 be-

ing entered in the cash book of the old company in the usual way, together with cash discount, if allowable. The new company may pay over the amount of each individual balance due or the aggregate amount due at the end of the day or week.

When goods are returned after the amalgamation has taken place, which were charged prior to the date of transfer, the correct method, although it may appear on first sight a roundabout way of arriving at the desired result, is to credit the goods through the books of the old company at the price originally charged, and, if necessary, transfer such credits, by means of cross entries, to the books of the new company, charging at the same time or at the end of a stated period all goods thus returned and credited to the new company at cost price. If this course were not pursued, the goods would be taken into stock by the new company and a liability assumed by crediting the customer at the selling value, whereas such goods should be taken into stock at cost, as the old company had originally made the profit on them. As the success of a business depends to a large extent in these busy days upon the system employed, a few suggestions as to handling the office department after an amalgamation may not be amiss.

### A Few Suggestions.

The aim should be to dispense with all unnecessary work without destroying in any way the history of transaction, the question continually before the office man being, "Is there a possibility of this work being done in a shorter or simpler manner and yet obtain the necessary result?"

Each branch should keep its own cash book in the form of loose sheets, which may be kept on files, a duplicate sheet of each day's transactions being sent to the head office where it shall be audited, filed and posted.

Vouchers for sundry payments should accompany the sheets and should be vouched for by the manager of the branch.

An additional check on the cash would be to have the balance on hand on a certain day, say on the end of the month, deposited in the bank, and the pass book entered by the bank and sent to the head office for verification.

All accounts should be kept at the head office, both personal and impersonal.

Each office may keep its own bank account, and remittance by draft made to head office for all over a stipulated amount.

All accounts payable should be settled by the head office, unless goods are settled for in cash when purchased by the branch, in the latter case the vouchers being sent as usual with the cash sheet.

The invoicing may be done by the individual office in triplicate, one copy sent to the customer, one copy to the head office for posting medium, and the third filed in the branch office for reference only.



This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

## Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.

Chartered Accountant, Auditor, Financial Valuator.

27 Wellington Street East,

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This Space \$15 a Year.

JENKINS & HARDY,  
Assignees, Chartered Accountants,  
Estate and Fire Insurance Agents.  
15½ Toronto Street, Toronto.  
465 Temple Building, Montreal.  
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

## LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,  
Barristers, Solicitors, Etc.

Winnipeg, Canada.

ATWATER, DUCLOS & CHAUVIN  
Advocates. Montreal.

Albert W. Atwater, K. C. Consulting  
Counsel for City of Montreal. Chas.  
A. Duclos. Henry N. Chauvin.

This Space \$15 a Year.

This Space \$15 a Year.

## Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

1889.

### The Belleville Business College, Limited.

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, }  
Secretary.

BELLEVILLE,  
ONTARIO.

{ J. Frith Jeffers, M.A.,  
President.

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*Business College*  
- OTTAWA, ONT. -

BOOK-KEEPING

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### St. Margaret's College, Toronto

A Boarding and Day School for Girls.  
Thorough courses in every department.  
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A.,  
Director.

MRS. GEORGE DICKSON  
Lady Principal.

One inch space in this dept. \$45 per year.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

## HOTEL DIRECTORY.

NEIL McCARNEY, PROP.

W. C. McCARNEY, MANAGER

### THE PROVINCIAL

LEADING COMMERCIAL HOTEL.

Located in Heart of Business Section.

GANANOQUE, ONT.

Ten First-class Sample Rooms.

### HOTEL GRAND

O. F. BAKER, PROP.

GALT, ONT

First-class accommodation for Commercial Men.

## ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKaye  
Address: City Hall, Montreal, Que. Absolutely privat.  
treatment.

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Send for Sample Book.

Beautiful designs in Letterheads, Billheads, etc., in the new Litho-Gravure Style. Looks just like an engraved plate. It is much cheaper, but don't look t. Send stamp for samples.

G. A. Weese & Son, 44 Yonge St., Toronto.



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\$5.00 per set.

Slightly used but in good order

Apply to

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178 Mountain St., - Montreal, Que.

OR

To any local manager of the Bell Telephone Company of Canada.







# American Steel & Wire Co.

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## BARBED WIRE GALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

**SOIL PIPE AND FITTINGS.**  
Med. and Extra heavy pipe and fittings, dia. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

**SOLDER.** Per lb  
Bar, half-and-half, guaranteed .... 0 17½  
Wiping..... 0 15½  
Refined..... 0 16½

### PAINTS AND OILS.

#### COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French " ..... 0 06  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

#### WHITE LEAD.

Per 100 lb.  
Pure..... 4 75  
No. 1 ..... 4 50  
No. 2 ..... 4 25  
No. 3 ..... 3 87½  
No. 4 ..... 3 50  
Munro's Select Flake White..... 4 75  
Elephant and Decorators' Pure..... 4 75  
Monarch ..... 5 00  
Decorators' Pure ..... 4 75  
Essex Genuine ..... 4 25  
Sterling Pure ..... 5 00  
Island City Pure ..... 5 00  
Ramsay's Pure Lead ..... 4 75  
Ramsay's Exterior ..... 4 50

#### RED LEAD.

Genuine, 560 lb. casks, per cwt \$4 25  
Genuine, 100 lb. kegs, " ..... 4 75  
No. 1, 560 lb. casks, per cwt ..... 4 00  
No. 1, 100 lb. kegs, per cwt ..... 4 25

#### WHITE ZINC.

Extra Red Seal ..... 0 06  
French V. M. .... 0 06  
Lehigh..... 0 06

#### DRY WHITE LEAD.

Pure, casks ..... 4 25  
Pure, kegs ..... 4 50  
No. 1, casks ..... 4 00  
No. 1, kegs ..... 4 25

#### PREPARED PAINTS.

In ½, 1 and 1-gallon tins.

Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60  
The Sherwin-Williams paints ..... 1 35  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 30  
Standard Co.'s "New Era" ..... 1 30  
"Globe" barn ..... 60  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
"Thistle" ..... 1 00  
"Outside, bbls ..... 0 55  
Island City House Paint ..... 1 25  
"Floor" ..... 1 25  
Sterling House Paint ..... 1 20  
"Floor" ..... 1 10  
National ..... 1 05

#### PARIS GREEN.

##### BERGERS' ENGLISH.

Petroleum, barrels, per lb. .... 0 15½  
Arsenic, kegs ..... 0 15½  
50 and 100-lb. drums ..... 0 16  
25-lb. drums ..... 0 16½  
1-lb. paper boxes ..... 0 17  
1-lb. tins ..... 0 18  
½-lb. paper boxes ..... 0 19  
½-lb. tins ..... 0 20  
Terms—2 per cent. off 30 days, or 90 days net.

### PUTTY.

Bulk in bbls. .... 1 45  
Bulk in less quantity ..... 1 70  
Bladders in bbls. .... 1 70  
Bladders in kegs, boxes or loose ..... 1 85  
25-lb. tins ..... 1 80  
12½ lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

### VARNISHES.

In 5-gal. lots. Per gal. Net.

Carriage, No. 1 ..... 1 50  
Pale durable body ..... 4 10  
" rubbing ..... 2 85  
Gold size, japan ..... 1 50  
No. 1 brown japan ..... 0 85  
Elastic oak ..... 1 50  
Furniture, extra ..... 1 10  
" No. 1 ..... 0 90  
Hard oil finish ..... 1 35  
Light oil finish ..... 1 60  
Damar ..... 1 75  
Shellac, white ..... 2 40  
orange ..... 2 30  
Turpentine, brown japan ..... 1 10  
" black japan ..... 1 20  
" No. 1 ..... 0 85  
Elastilite varnish, 1 gal. can, each.. 2 00  
Granite floor finish, per gal. .... 2 75  
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted case, from 1 gal., \$2.50.

### GLUE.

Common ..... 0 08  
French medal.. ..... 0 10  
White, extra. .... 0 18  
Gelatine .....  
Strip ..... 0 18  
Coopers ..... 0 19  
Huttner ..... 0 20  
Ground ..... 0 12  
Cologne, genuine ..... 0 16

### HARDWARE.

#### AMMUNITION.

##### Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, American, add 20 per cent. to list. B. B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.75  
Wads, per lb.  
Best thick brown or grey felt wads, in ½-lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ..... 0 99  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M.  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 85  
5 and 6 " ..... 1 90

### ADZES.

Discount 20 per cent.

Wright's, 80-lb. and over ..... 0 10½  
Hay Budden, 80-lb. and over ..... 0 09½  
Brook's, 80-lb. and over ..... 0 11½

### APPLE PARERS.

Woodyatt Hudson, per doz., net ..... 4 50

### AUGERS.

Gilmour's, discount 65 and 5 per cent. off list.

### AXES.

Chopping Axes  
Single bit, per doz. .... 7 00  
Double bit, " ..... 10 00  
Broad Axes, 40 per cent. .... 10 00  
Broad Axes, 25 per cent. .... 18 00  
Bench Axes, 40 per cent. .... 5 50  
Hunters' Axes ..... 6 00  
Boys' Axes ..... 6 25  
Splitting Axes ..... 7 00  
Handled Axes ..... 10 00

### AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled. .... 5 75  
" hunters' ..... 5 25  
Underhill American Bench Axes, 40 p.c.

### AXLE GREASE.

Ordinary, per gross ..... 6 00  
Best quality " ..... 10 00

### BELLS.

Hand.  
Brass, 60 per cent. .... 6 00  
Nickel, 55 per cent. .... 10 00

### Cow.

American make, discount 63½ per cent.  
Canadian, discount 45 and 50 per cent.

### Door.

Gongs, Sargent's ..... 5 30  
Peterboro', discount 50 and 10 per cent. off new list. .... 8 00

### Farm.

American, each ..... 1 15  
House. .... 3 00

### House.

American, per lb. .... 0 35  
Nickel, 55 per cent. .... 0 40

### BELTING.

Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per cent.  
Agricultural, not wider than 4 in., 75 per cent.

### Bits.

Auger.  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

### Car.

Gilmour's, 47½ per cent.

### Expansive.

Clark's, 40 per cent. Gimlet. .... 0 65  
Auger. .... 0 90

Diamond, Shell, per doz. .... 1 00  
Nail and Spike, per gross ..... 2 25  
All sizes, per lb. .... 0 07½

BLIND AND RED STAPLES. .... 0 12

### BOLTS AND NUTS.

Carriage Bolts, common (\$1 list) Per cent.  
" 3-16 and ½ ..... 60  
" 5-16 and 1 ..... 55  
" 7-16 and up ..... 55  
" full cog (\$2.40 list) 60  
" Norway Iron (\$3 list) 60

Machine Bolts, all sizes, ½ and less ..... 60  
Machine Bolts, 7-16 and up. .... 60  
Plough Bolts ..... 55  
Sleigh Shoe Bolts ..... 55  
Bolt Ends ..... 55  
Coach Screws, cone point. .... 70  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb., 5½ to 6c.

### BOOT CALKS.

Small and medium, ball ..... 4 25  
Small heel ..... 4 50

### BRIGHT WIRE GOODS.

Discount 62½ per cent.

### BUTCHERS' CLEAVERS.

German ..... 6 00  
American ..... 9 00

### BUTCHER KNIVES.

Bailey's ..... 0 60

### BUILDING PAPER, ETC.

Tarred Felt, per 100 lb. .... 1 85  
Ready roofing, 2-ply, not under 45 lb. per roll ..... 0 90  
Ready roofing, 3-ply, not under 65 lb. per roll ..... 1 15  
Carpet Felt ..... per ton 45 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Sheathing ..... per roll, 400 sq. ft. 0 40  
Tar ..... 400 " 0 50  
Dry Fibre ..... 400 " 0 55  
Tarred Fibre ..... 400 " 0 65  
O. K. & I. X. L. .... 400 " 0 70  
Resin-sized ..... 400 " 0 45  
Oiled Sheathing ..... 600 " 1 00  
Oiled ..... 400 " 0 70  
Root Coating, in barrels ..... per gal. 0 17  
Roof small packages ..... 0 25  
Refined Tar ..... per barrel 5 00  
Coal Tar ..... 4 00  
Coal Tar, less than barrels ..... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 1 00  
Slater's felt ..... per roll 0 60

### BULL RINGS.

Copper, \$2.00 for 2½-inch, and \$1.90 or 2-inch.

### BUTTS.

Wrought Brass, net revised list.

### Cast Iron.

Loose Pin, discount 60 per cent.

### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.

Loose Pin, discount 70 to 70 and 5 per cent.

### CARPET STRETCHERS.

American ..... per doz. 1 60  
Bullard's ..... 6 50

### CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

### CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50

### CHALK.

Carpenters' Colored, per gross ..... 0 45  
White lump ..... per cwt. 0 60  
Red ..... 0 05  
Crayon ..... per gross 0 14

### CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.

Warnock's, discount 50 and 10 per cent.

P. S. & W. Extra, discount 60 and 10 per cent.

### FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz \$4 00

" " 25c. pkgs., " 2 00

" " 10c. " 75

" " 25-lb. pall, each 1 80

Poultry Foods, 25c. packages 1 25

Cough Powders, per doz. 1 25

Worm " " 1 25

International Stock Foods, \$1 packages, per doz. 8 00

International Stock Foods, per pall ..... 2 75

" Poultry " \$1pkgs. per doz. 8 00

" Worm Powders, 50c. pkgs. 4 00

" Pine Healing Oil, per doz. 8 00

" Pheno-Chloro, \$1pkgs. per doz. 8 00

" Hoof Ointment ..... 8 00

" Compound Absorbent ..... 16 00

Also 25c. pkgs. at \$2 per doz. 50c. pkgs. at 4 per doz

### CLOTHES REELS.

Davis Clothes Reels, dis 40 per cent



# An Every Day Occurrence With Us

is the receipt of letters from customers who have used our Wire Edged Ready Roofing and who are so well pleased with the material that they want more.

## The Paterson Mfg. Co., Limited

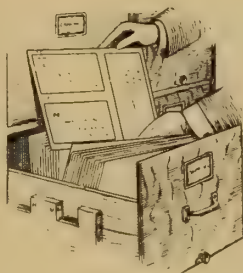
Toronto and Montreal.

CONDUCTOR PIPE.			GAUGES.			Clothes line, No. 61..			Cabinet.		
Plain or Corrugated.			Marking, Mortise, Etc.			Harness.....			Eagle, discount 30 per cent.		
2-inch.....	per 100 feet	3 00	Stanley's, discount 50 to 55 per cent.			Hat and coat.....			Padlocks.		
3 ".....	"	4 00	Wire Gauges.			per gro. 1 10			English and Am.....		
4 ".....	"	5 25	Winn's, Nos. 26 to 33.....each			per doz. 0 50			Eagle, discount 20 to 25 per cent.		
5 ".....	"	6 75	GILLET'S POWDERED LYE.			Wrought Iron.			MACHINE SCREWS.		
6 ".....	"	9 00	1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.			Wrought hooks and staples Canadian discount 60 per cent.			Iron and Brass.		
CRADLES, GRAIN.			HALTERS.			Wire.			Flat head, discount 25 per cent.		
Canadian, discount 20 to 25 per cent.			Rope, 1-inch.....			Hat and coat, discount 60 per cent.			Round head, discount 20 per cent.		
CROSSCUT SAW HANDLES.			Rope, 1 to 1 1/2-inch.....			Belt.....			MALLETS.		
S. & D., No. 3.....	per pair	0 17 1/2	Rope, 1 to 1 1/2-inch.....			per 1,000.....			Tinsmiths'.....		
S. & D., " 5.....	"	0 22 1/2	Leather, 1-inch.....			Screw, bright, discount 60 per cent.			per doz. 1 25		
S. & D., " 6.....	"	0 15	Web, 1 1/2 ".....			HORSE NAILS.			Carpenters', hickory, " 1 25		
Boynton pattern.....	"	0 20	HAMMERS.			"P.B." Brand, 55 to 60 per cent.			Lignum Vitae.....		
DOOR SPRINGS.			Nail.			"C" brand, 40, 10 and 7 1/2 per cent. off list { Oval			Caulking, each.....		
Torrey's Rod.....	per doz.	1 85	Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.			"M" brand, 55, per cent. { head			MATTOCKS.		
Coil, 9 to 11 in.....	"	0 95	Tack.			"Monarch", 50 and 7 1/2 per cent.			Canadian.....		
English.....	"	2 00	Sledge.			"Peerless", 50 per cent. dis.			per doz. 5 50		
DRAW KNIVES.			Ball Peen.			HORSESHOES.			MEAT CUTTERS.		
Coach and Wagon, discount 50 per cent.			English and Canadian, per lb. 0 22			F.O.B. Montreal			American, discount 3 1/2 per cent.		
Carpenters' discount 60 and 10 per cent.			HANDLES.			"P.B." brand, new pattern, base.....			German, 15 per cent.		
DRILLS.			Axe, 2nd growth, per doz. net			Add 15c. Toronto, Hamilton, Guelph.			Gem.....		
Hand and Breast.			Store door.....			JAPANNED WARE.			MILK CAN TRIMMINGS.		
Miller's Falls, per doz., net list.			Fork.			50 per cent.			Discount 25 per cent.		
DRILL BITS.			C. & B., discount 40 per cent., revised list.			PICKS.			NAILS.		
Morse, discount 37 1/2 to 40 per cent.			Hoe.			Star.....			Cut.		
Standard, discount 50 and 5 to 55 per cent.			C. & B., discount 40 per cent., revised list.			per doz. 3 00			Wire.		
FAUCETS.			Saw.			KETTLES.			2d.....		
Common, cork-lined, discount 35 per cent.			American.....			Brass spun 7 1/2 per cent. discount off new list.			3d.....		
KAYETROUGHS.			Plane.			Copper.....			4 and 5d.....		
10-inch.....	per 100 ft.	10 00	American.....			American, 60 and 10 to 65 and 5 per cent.			6 and 7d.....		
ELBOWS (stovepipe.)			Hammer and Hatchet.			KEYS.			8 and 9d.....		
5 and 6-inch, common.....	per doz.	1 20	HANGERS.....			Lock, Canadian dis. 40 to 40 and 10 per cent.			10 and 12d.....		
7-inch.....	"	1 35	Steel barn door.....			Cabinet, trunk and padlock,			16 and 20d.....		
Polished, 15c. per dozen extra.			5-inch.....			American.....			30, 40, 50 and 60d (base).....		
ESCUTCHEONS.			Zenith.....			KNOB.			F.o.b. Toronto.		
Discount 50 and 10 per cent., new list			Lamp's covered.....			Door, japanned and N.P., per			Cut nails in carlots 5c. less.		
ESCUTCHEON PINS.			No. 11, 5-foot run.....			doz.....			Wire nails in carlots are \$2.20 (base).		
Iron, discount 40 per cent.			No. 11 1/2, 10-foot run.....			Bronze, Berlin.....			Steel cut nails 10c. extra.		
FACTORY MILK CANS.			No. 12, 10-foot run.....			Bronze, Genuine.....			Miscellaneous wire nails, discount 75 per cent.		
Discount off revised list, 40 per cent.			No. 14, 15-foot run.....			Shutter, porcelain, F. & L.			Coopers' nails, discount 30 per cent.		
FILES AND RASPS.			Steel, covered.....			screw.....			NAIL PULLERS.		
Great Western.....	70 and 10 per cent.	1 1/2 x 3-16 in (100 ft).....			White door knobs.....			German and American.....			
Arcade.....	70 " 10 "	1 1/2 x 3-16 in (100 ft).....			Net prices.			NAIL SETS.			
Kearney & Foot.....	70 " 10 "	HARVEST TOOLS.			LAMP WICKS.			Square, round and octagon,			
Diston's.....	70 " 10 "	Discount 60 per cent.			Discount, 60 per cent.			per gross.....			
American.....	70 " 10 "	HATCHETS.			LADDERS, EXTENSION.			Diamond.....			
J. Barton Smith.....	70 " 10 "	Canadian, discount 40 to 42 1/2 per cent.			Waggoner Extension Ladders, dis. 40 per cent.			POULTRY NETTING.			
McClellan.....	70 " 10 "	Shingle, Red Ridge 1, per doz.....			LANTERNS.			2-in. Mesh, 19 w.g., dis. 60 per cent.			
Eagle.....	70 " 10 "	2,.....			Cold Blast.....			2-in. Mesh 16 w.g. and heavier, 90 p.o.			
Nicholson, 60 and 10 to 60, 10 and 5 "	"	Barrel, Underhill.....			No. 3, "Wright's".....			OAKUM.			
Royal.....	80 " 10 "	HAT ENAMEL.			Ordinary, with O burner.....			U. S. Navy.....			
Globe.....	70 to 75 "	Henderson & Potts' "Anchor Brand"			Dashboard, cold blast.....			Plumbers.....			
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			Blind, Parker's, discount 60 per cent.			No. 0.....			OILERS.		
Jowitt's, English list, 25 to 27 1/2 per cent.			Heavy T and strap, 4-in., per lb.....			Japanning, 50c. per doz. extra.			McClary's Model galvanized		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			5-in., ".....			LEMON SQUEEZERS.			oil can, with pump, 5 gallon,		
GLASS.			6-in., ".....			Porcelain lined.....			per dozen.....		
Window. Box Price.			10-in., ".....			Galvanized.....			Davidson oilers, discount 40 per cent.		
Size United	Per	D. Diamond	Light T and strap, discount 65 and 5 per cent.			King, wood.....			Zinc and tin, discount 50, 50 and 10 per cent.		
Inches.	50 ft.	100 ft.	Screw hook and hinge.....			King, glass.....			Copper.....		
Under 26.....	3 80	5 06	6 to 10 in.....			All glass.....			per doz. 1 25		
26 to 40.....	4 00	5 44	12 in. up.....			LAWN MOWERS FOR 1905.			Brass.....		
41 to 50.....	4 50	6 51	Spring, No. 20, per gro. pairs.....			Woodyatt, 10 1/2-in., 14-in. cut			Malleable, discount 25 per cent.		
51 to 60.....	4 75	7 50	\$17.50; No. 10, \$18; No. 20, \$10.80; No.			Star, 9-in.....			GALVANIZED PAIS.		
61 to 70.....	5 00	8 62	120, \$20; No. 51, \$10; No. 50, \$27.50.			Daisy, 8-in.....			Dufferin pattern pails, discount 47 1/2 per cent.		
71 to 80.....	5 30	9 38	Garden, Mortar, etc., discount 60 per cent.			Philadelphia, 10 1/2-in., ball bearing			Flaring pattern, discount 47 1/2 per cent.		
81 to 85.....	5 30	10 75	Planter.....			Woodyatt, 10 1/2-in., ball bearing			Galvanized washtubs, discount 47 1/2 per cent.		
86 to 90.....	5 30	12 30	Tinned case, 35 per cent.			Grass Boxes.....			PIECED WARE.		
91 to 95.....	5 30	15 00	HOOKS.			King Edw'd, 12-in., 14-in. cut			Discount 40 per cent off list, June, 1899.		
96 to 100.....	5 30	18 00	Cast Iron.			Discount, 50 per cent., with freight concessions in quantity shipments.			10-qt. flaring sap buckets, discount 40 per cent.		
96 to 100.....	5 30	18 00	HOLLOW WARE.			Maxwell & Sons:			6, 10 and 14-qt. flaring pails dis. 40 per cent.		
Bird cage.....	per doz.	0 50	Tinned case, 35 per cent.			10 1/2-in. high wheel.....			Creamer cans, discount 40 per cent.		
			Tinned case, 35 per cent.			9-in.....			PICKS.		
			Tinned case, 35 per cent.			8-in.....			per doz.....		
			Tinned case, 35 per cent.			Discount 50 per cent.			6 00		
			Tinned case, 35 per cent.			LOCKS.			9 00		
			Tinned case, 35 per cent.			Canadian, 50 to 50 and 10 per cent.			PICTURE NAILS.		
			Tinned case, 35 per cent.			Russell & Erwin .....			per gross 1 35		
			Tinned case, 35 per cent.			per doz.			1 50		
			Tinned case, 35 per cent.						Brass head.....		
			Tinned case, 35 per cent.						0 40		
			Tinned case, 35 per cent.						1 00		
			Tinned case, 35 per cent.						PICTURE WIRE.		
			Tinned case, 35 per cent.						Tin and gilt, discount 75 per cent.		
			Tinned case, 35 per cent.						PINE TAR.		
			Tinned case, 35 per cent.						1 pint in tins.....		
			Tinned case, 35 per cent.						per gross.....		
			Tinned case, 35 per cent.						7 80		
			Tinned case, 35 per cent.						9 60		
			Tinned case, 35 per cent.						PLANES.		
			Tinned case, 35 per cent.						Wood bench, Canadian discount 40 per cent.,		
			Tinned case, 35 per cent.						American discount 50 per cent.		
			Tinned case, 35 per cent.						Wood, fancy Canadian or America 37		
			Tinned case, 35 per cent.						40 per cent.		



RETURNED  
AN 23 1905

Owner  
Book 29  
30  
The  
Champion  
Filing  
Device



# Vertical System of Filing.

The illustration shows the style used by order departments and considered by business men the "Acme of Filing Devices." All correspondence filed vertically (on edge) in a Manila Folder, so that the correspondence of any one concern is **always together** and can be referred to instantly. A card will bring a circular. Now's the time to write.

Full Line of Office Furniture and Labor-saving Devices in Stock

## The Office Specialty Mfg. Co.

LIMITED

Factory: Newmarket.

New Premises: 97-103 Wellington St. West.

55 Yonge St., Toronto.

WATCH FOR OPENING OF NEW BUILDING

PLANE IRONS.		
English .....	per doz.	2 00 5 00
PLIERS AND NIPPERS.		
Button's genuine, per doz. pairs, discount 37 1/2 to 40 per cent.		
Button's imitation .....	per doz.	5 00 9 00
German .....	"	0 60 0 60

PRESSED SPIKES.		
Discount 20 per cent.		

PULLEYS.		
Hothouse .....	per doz.	0 55 1 00
Axle .....	"	0 22 0 33
Screw .....	"	0 27 1 00
Awning .....	"	0 35 2 50

PUMPS.		
Canadian cistern .....		1 80 3 60
Canadian pitcher spout .....		1 40 2 10

PUNCHES.		
Saddler's .....	per doz.	1 00 1 85
Conductor's .....	"	3 00 15 00
Pinners, solid .....	per set	0 72
" hollow .....	per inch	1 00

RAKES.		
Wood .....	per doz. net	1 20 up.

RAZORS.		
Elliot's .....	per doz.	4 00 18 00
Geo. Butler's & Co.'s .....	"	4 00 18 00
Boker's .....	"	7 50 11 00
" King Cutter .....	"	13 50 18 50
Wade & Butcher's .....	"	3 60 10 00
Carbo Magnetic .....	"	15 00
Grifon Barber's Favorite .....	"	10 75
Grifon No. 65 .....	"	13 00
Grifon Safety Razors .....	"	13 50
Grifon Stropping Machines .....	"	23 50
Lewis Bros "Klean Cutter" .....	"	8 50 10 50
Hindoo .....	"	10 50 14 00
Orgsteom's Swedish .....	"	3 50 10 00
Hanckel's .....	"	7 50 20 00
Clauss, 50 and 10 percent.		
Clauss Strops, 50 and 10 per cent.		

REGISTERS.		
Discount 40 per cent.		

RIVETS AND BURKS.		
Iron Rivets, black and tinned, 60 and 10 p.c.		
Iron Burrs, discount 60 and 10 per cent.		
Copper Rivets, with usual proportion burrs, 45 per cent.		
Copper Burrs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.		

RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		

ROPE, ETC.		
Sisal .....		0 11
Pure Manila .....		0 14 1/2
" British" Manila .....		0 11
Cotton, 3-16 inch and larger .....		0 21 0 23
" 5-32 inch .....		0 25 0 27
" 1/4 inch .....		0 25 0 28
Russia Deep Sea .....		0 16
Jute .....		0 09
Lath Yarn, single .....		0 10
" double .....		0 10 1/2
Sisal bed cord, 48 feet .....	per doz.	0 65
" 60 feet .....	"	0 80
" 72 feet .....	"	0 95

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 20 to 25 per cent.		

SAD IRONS.		
Mrs. Potts, No. 55, polished .....	per set	0 80
" No. 50, nickel-plated, .....	"	0 90
Common, plain .....	"	4 50
" plated .....	"	5 50

SAND AND EMERY PAPER.		
S. & A. sand, discount 40 and 5 per cent.		
Emery, discount 40 per cent.		
Green (Burton's), 5 to 10 per cent. advance on list.		

SAP SPOUTS.		
Bronzed iron with hooks .....	per 1,000	7 50
" Eureka" tinned steel, hooks .....	"	8 00

SAWS.		
Hand, Diaston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Diaston's .....	per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete .....	each	0 75 2 75
" frame only .....	each	0 50 1 25

SASH WEIGHTS.		
Sectional .....	per 100 lb.	2 00 2 25
Solid .....	"	1 50 1 75

SASH CORD.		
Per lb. ....		0 28 0 30

SAW SETS.		
Lincoln and Whiting .....	per doz.	4 75
Hand Sets, Perfect .....	"	4 00
X-Cut Sets, .....	"	7 50

SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne—		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weightbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's .....	per doz.	0 65 1 00

SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style .....	per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .....	per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....	per doz.	8 75
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood .....	per doz.	3 25 4 00
" iron .....	"	4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

SCYTHES.		
Per doz. net .....		6 00 9 00

SCYTHE SNATHS.		
Canadian, discount 40 per cent.		

SHEARS.		
Clauss, nickel, discount 80 per cent.		
Clauss, Japan, discount 67 1/2 per cent.		
Clauss, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		

SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		

SINKS.		
Cast iron, 16 x 24 .....		0 85
" 18 x 30 .....		1 00
" 18 x 36 .....		1 40

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews' .....		4 50 11 50

SOLDERING IRONS.		
1, 1 1/2-lb. ....	per lb.	0 37
2-lb. or over .....	"	0 34

SQUARES.		
Iron, No. 492 .....	per doz.	1 90 2 35
" No. 493 .....	"	2 40 2 55
" No. 494 .....	"	3 25 3 40

STAMPED WARE.		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized .....		3 00
Plain .....		2 80
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
STOCKS AND DIES.		
American discount 25 per cent.		

STONE.		
Washita .....	per lb.	0 28 0 60
Hindustan .....	"	0 06 0 07
" slip .....	"	0 09 0 13
Labrador .....	"	0 15
Turkey .....	"	0 90
Arkansas .....	"	1 50
Water-of-Ayr .....	"	0 10
Scythes .....	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton .....		25 00
" under 40 lb., .....		28 00
" 200 lb. and over .....		31 00

STOVEPIPER.		
5 and 6 inch, per 100 lengths .....		7 00
7 inch .....		7 50

TACKS, BRADS, ETC.		
Carpet tacks, blued .....		80 and 15
" tinned .....		80 and 20
" (in kegs) .....		40
Cut tacks, blued, in dozens only .....		60
" weights .....		80
Swedes cut tacks, blued and tinned—		
In bulk .....		80 and 10
In dozens .....		75
Swedes, upholsterers', bulk .....	85, 12 1/2 and 12 1/2	
" brush, blued and tinned .....		70
Swedes, gimps, blued, tinned and japanned .....		75 and 12 1/2
Zinc tacks .....		35
Leather carpet tacks .....		55
Copper tacks .....		50
Copper nails .....		52 1/2
Trunk nails, black .....		65 and 5
Trunk nails, tinned .....		65 and 10
Clout nails, blued .....		65 and 5
Chair nails .....		36
Patent brads .....		40
Fine finishing .....		10
Lining tacks, in papers .....		10
" solid heads, in bulk .....		75
Saddle nails, in papers .....		15
" in bulk .....		15
Tufting buttons, 22 line, in dozens only .....		60
Zinc glaziers' points .....		5
Double pointed tacks, papers .....		90 and 10
" bulk .....		40
Clinch and duck rivets .....		45

TAPES LINES.		
English, ass skin .....	per doz.	2 75 5 00
English, Patent Leather .....	"	5 50 9 75
Chesterman's .....	each	0 90 2 85
" steel .....	each	0 80 8 00

TINNERS' SNIPS.		
Per doz. ....		3 00 15 00
Clauss, discount 35 per cent.		

THERMOMETERS.		
Tin case and dairy, 75 to 75 and 10 per cent.		

TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N. P. S. & W., 65 per cent.		
Game, steel, 72 1/2, 75 per cent.		

TROWELS.		
Diaston's, discount 10 per cent.		
German .....	per doz.	4 75 6 00
S. & D., discount 35 per cent.		

TWINES.		
Bag, Russian .....	per lb.	0 27
Wrapping, cotton, 3-ply .....	"	0 24
" 4-ply .....	"	0 27
Mattress .....	per lb.	0 33 0 45
Staging .....	"	0 27 0 35

VISES.		
Wright's .....		0 13 1/2
Brook's .....		0 12 1/2
Pipe Vise, Hinge, No. 1 .....		3 50
" No. 2 .....		5 50
Saw Vise .....		4 50 9 00

COLUMBIA HARDWARE CO.		
Blacksmiths' (discount) 60 per cent.		
parallel (discount) 45 per cent.		

ENAMELLED WARE.		
White, Princess, Turquoise, Blue and White discount 50 per cent.		
Diamond, Famous, Premier, discount 50 and 10 per cent.		
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.		
Premier steel ware, 40 per cent.		
"Star" decorated steel and decorated whit 25 per cent.		

WIRE.		
Smooth Steel Wire.		
No. 0-9 gauge .....		\$2 25
10 .....	6c. extra.	
11 .....	12c. "	
12 .....	20c. "	
13 .....	30c. "	
14 .....	40c. "	
15 .....	55c. "	
16 .....	70c. "	

Add 60c. for coppering and \$2 for tinning.		
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c. 50 and 100-lb. bundles, 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.		

FINE STEEL WIRE, discount 27 1/2 per cent.		
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extra net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 55c.—in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—packed in cases or cases, 15c.—bagging or papering, 10c.		

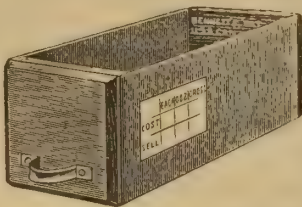
BRASS WIRE, discount 60 per cent. off the list.		
Copper wire, discount 60 per cent. net cash 30 days, f.o.b. factory		

GALVANIZED WIRE, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.70—Nos. 6, 7, 8, \$3.75 to \$3.85—No. 9, \$2.55—No. 10, \$3.20 to \$3.20—No. 11, \$3.25 to \$3.25—No. 12, \$3.45—No. 13, \$2.75—No. 14, \$3.75 to \$3.75—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.37 f.o.b. Cleveland. In carlots 12 1/2c. less
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OF OUR

## Hardware Shelf Box.

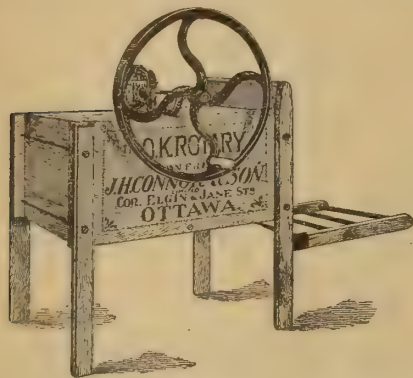


We can make boxes to fit your present shelving  
...THE...

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**CONNOR'S O. K. ROTARY WASHER.**



No experiment, but a trade winner. Dealers who handle  
this washer say they sell easier than any other. Write for  
our catalogue and price list.

J. H. CONNOR & SON, LTD., Manufacturers OTTAWA.

## Always Seasonable

For small game and for target use the  
hardware dealer can always — from  
January to December—sell

### HAMILTON RIFLES

They retail at \$2.00 and \$2.50, according to  
the model. Take Down pattern, walnut  
stocks—in short a genuine fire arm. Ac-  
curate up to 75 yards. Shoots .22 cal., long  
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Send to us for descriptive circular. Better still,  
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C.H. HENKEL'S PHILA.

## INDEX TO ADVERTISERS.

<b>A</b>	<b>E</b>	<b>L</b>	<b>P</b>
Accountants and Auditors .....	Educational Dept. ....	Laplough, F. W., & Co. ....	Page-Hersey Iron and Tube Co. ....
Acme Can Works .....	Erie Specialty Co. ....	Legal Cards .....	Page Wire Fence Co. ....
Acme Lath & Products Co. ....		Leslie, A. C., & Co. ....	Paterson Mfg. Co. ....
Adams Co. ....		Lewis Bros. & Co. ....	Penberthy Injector Co. ....
Alabastine Co. ....		Lewis, Rice, & Son .....	Phillips, Chas. D. ....
American Shearer Mfg. Co. ....	Fairbanks Co. ....	Louthead, J. S. Co. ....	
American Steel and Wire Co. ....	Felmar, Fred. ....	Lufkin Rule Co. ....	<b>R</b>
Anglo-Canadian Supply Co. ....		Luxfer Prism Co. ....	Ramsay, A., & Son Co. ....
Armstrong Bros. ....		Lysaght, John. ....	Richard Johnston; Clapham & Morris. ....
Atlas Mfg. Co. ....			Ridgely Trimmer Co. ....
<b>B</b>	<b>G</b>	<b>M</b>	<b>S</b>
Barnett, G. & H. Co. ....	Gibb, Alexander. ....	Maple Leaf Harvest Tool Co. ....	Sadler & Haworth .....
Batty Stove and Hardware Co. ....	Gies, Philip. ....	Mast, J. M., Mfg. Co. ....	Samuel, M. & L. Benjamin, & Co. ....
Baylis, Jones & Baylis. ....	Gilbertson, W., & Co. ....	Maxwell, D., & Sons. ....	Sanderson-Harold Co. ....
Belleville Business College. ....	Gillett, E. W., Co., Ltd. ....	Merrick, Anderson & Co. ....	Sayer Electric Co. ....
Bell Telephone Co. ....	Glauber Brass Co. ....	Metallic Roofing Co. ....	Scott, Greenwood & Co. ....
Bennett Mfg. Co. ....	Greening, B., Wire Co. ....	Metropolitan Business College. ....	Seymour, Henry T., Shear Co. ....
Bird, J. A. & W., & Co. ....	Grove Chemical Co. ....	Morrison, James, Brass Mfg. Co. ....	Sharratt & Newth. ....
Birkett, Thos., & Son Co. ....	Gurney Foundry Co. ....	Morrow, John, Machine Screw Co. ....	Shaw, A., & Son. ....
Bradstreet's. ....	Gutta Percha and Rubber Mfg. Co. ....	Morton, B. K., & Co. ....	Shervin-Williams Co. ....
Bullard Automatic Wrench Co. ....		Munn & Co. ....	Silica Barytic Stone Co. ....
<b>C</b>	<b>H</b>	<b>Md</b>	Smith & Hemenway Co. ....
Canada Foundry Co. ....	Hamilton Cotton Co. ....	McArthur, Alex., & Co. ....	Solarine Metal Polish. ....
Canada Horse Nail Co. ....	Hamilton Rifle Co. ....	McCaskill, Dougall & Co. ....	Standard Ideal Sanitary Co. ....
Canada Iron Furnace Co. ....	Harrington & Richardson Arms Co. ....	McClary Mfg. Co. ....	Standard Paint and Varnish Works. ....
Canada Metal Co. ....	Heinisch, R., Sons Co. ....	McDougall, R., Co. ....	St. George, H. E. ....
Canada Paint Co. ....	Henderson, J. A. ....	McGregor-Banwell Fence Co. ....	St. Margaret's College. ....
Canada Paper Co. ....	Hobbs Mfg. Co. ....		Summers, John, & Sons. ....
Canadian Cordage and Mfg. Co. ....	Howland, H. S., Sons & Co. ....	<b>N</b>	<b>T</b>
	Hyde, F. & Co. ....	Newman, W., & Sons. ....	Tarbox Bros. ....
		Nobles & Hoare. ....	Taylor-Forbes Co. ....
		North Bros. Mfg. Co. ....	Technical Book and Advt. ....
		Nova Scotia Steel and Coal Co. ....	Thompson, B. & S. H., Co. ....
			Thorne, R. E. ....
			Turnbull & Henderson. ....
			<b>U</b>
			United Factories. ....
			<b>W</b>
			Waggoner Ladder Co. ....
			Wallace Barnes Co. ....
			Walter, E. F., & Co. ....
			Weese, G. A., & Son. ....
			Western Wire Nail Co. ....
			Wilcox Mfg. Co. ....
			Wright, E. T., & Co. ....
			Wynn, T. H. ....
<b>D</b>	<b>I</b>	<b>O</b>	
Davidson, Thos., Mfg. Co. ....	Imperial Varnish and Color Co. ....	Oakey, John, & Sons. ....	
Dennis Wire and Iron Co. ....	International Stock Food Co. ....	Office Specialty Mfg. Co. ....	
Deseronto Iron Co. ....		Oneida Community. ....	
Dods, P. D., & Co. ....	Ironside, Sons & Co. ....	Ontario Lantern and Lamp Co. ....	
Dominion Belting Co. ....	Iver Johnson Arms and Cycle Works. ....	Ontario Silver Co. ....	
Dominion Wire Mfg. Co. ....		Ontario Tack Co. ....	
Dorken Bros. & Co. ....	<b>J</b>	Ontario Wind Engine and Pump Co. ....	
Dowdell Mfg. Co. ....	Jackson, C. F., & Co. ....		
	Jamieson, R. O., & Co. ....		
	Jardine, A. B., & Co. ....		
	Jenking, A. O. ....		
	Jones & Barclay. ....		
	<b>K</b>		
	Kemp Mfg. Co. ....		
	Kerr Engine Co. ....		



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Standard Silver Co., Toronto.  
Weeton, G., Mfg. Co., Toronto.

**Sporting Goods.**

Fisher, A. D., Toronto.

Lewis, Rice, & Son, Toronto.

**Stable Fixtures.**

Greening, B. Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls, Ont.  
Metal Shingle & Siding Co., Preston, Ont.

**Stamps, Stencils, etc.**

Superior Mfg. Co., Toronto.

**Steel Castings.**

Montreal Steel Works, Montreal.

**Steel Rails.**

Algoma Steel Co.—Drummond, McCall & Co., Agents, Montreal.  
Jackson, C. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

**Stock Food.**

Colonial Stock Food Co., Toronto.  
International Stock Food Co., Toronto.  
Naibitt Co., Toronto.

**Store Lighting.**

Auer Light Co., Montreal.

Grose, Walter, Montreal.

**Stoves and Tinware, Radiators, Furnaces, etc.**

Adams Co., Dubuque, Iowa.  
Batty Stove & Hardware Co., Toronto.  
Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Gies, P., Berlin, Ont.  
Guelph Foundry Co., Guelph.  
Gurney Foundry Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
Merrick, Anderson & Co., Winnipeg.  
Stewart James Mfg. Co., Woodstock.  
Telephone City Stoves, Brantford.  
Western Foundry Co., Wingham.  
Wright, E. T., & Co., Hamilton.

**Stove Polish.**

St. Arnaud Freres, Montreal.

**Tacks.**

Ontario Tack Co., Hamilton.

Wynn, T. H., Hamilton.

**Traps.**

Mast, J. M., Mfg. Co., Lititz, Pa.

**Vises.**

Lamplough, F. W., & Co., Montreal.

**Wall Coating.**

Alabastine Co., Paris, Ont.

**Wall Paper.**

Staunton's Limited, Toronto.

**Wall Paper Trimmer.**

Ridgeley Trimmer Co., Springfield.

**Warehouse Trucks.**

Fairbanks Co., Montreal.

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Dowswell Mfg. Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

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Birkett, Thos., & Sons Co., Ottawa.  
Canada Hardware Co., Montreal.

Howland, H. S. Sons & Co., Toronto.

Kennedy Hardware Co., Toronto.

Lewis Bros. & Co., Montreal.

Lewis, Rice, & Son, Toronto.

Merrick, Anderson & Co., Winnipeg.

**Window and Sidewalk Prisms.**

Hobbs Mfg. Co., London, Ont.

Luxfer Prism Co., Toronto.

**Window Cards and Signs.**

Martell-Stewart Co., Montreal.

**Wire Springs.**

Henderson, J. A., Montreal.

Wallace, Barnes Co., Bristol, Conn.

**Wire, Wire Rope, Cow Ties, Fencing Tools, etc.**

Bayliss, Jones & Bayliss, Wolverhampton, Eng.

American Steel and Wire Co., New York, Montreal, Chicago.

Dennis Wire and Iron Co., London, Ont.

Dominion Wire Mfg. Co., Montreal and Toronto.

Greening, B., Wire Co., Hamilton.

Ironside, Son & Co., London, Eng.

McGregor - Banwell Fence Co., Windsor, Ont.





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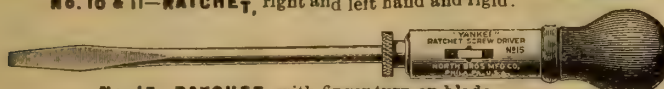
Other Tools are very  
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No. 10 & 11—RATCHET, right and left hand and rigid.



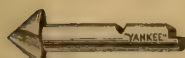
No. 15—RATCHET with finger turn on blade.



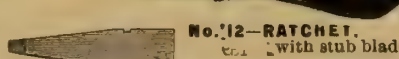
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No. 31— " " (heavy pattern.)  
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Chuck and 8 Drill Points,  
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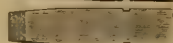
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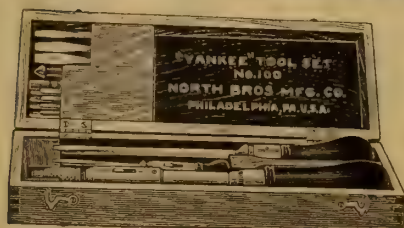


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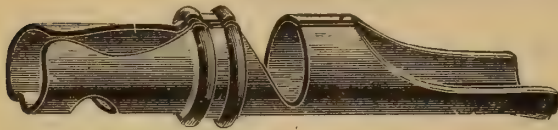
**NORTH BROS. MFG. CO.**  
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# SAP SPOUTS

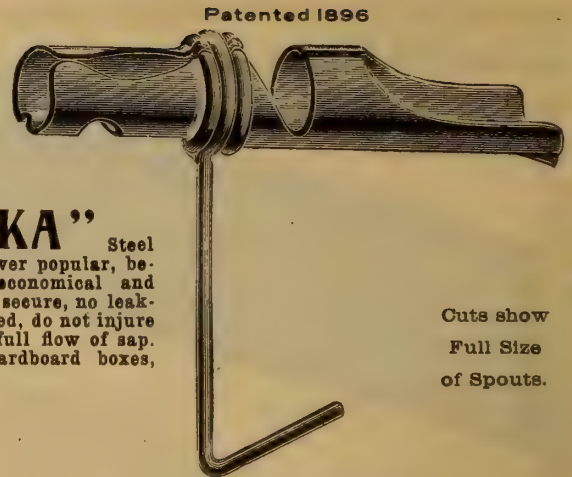
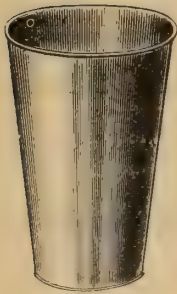
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Supplied with or without hooks

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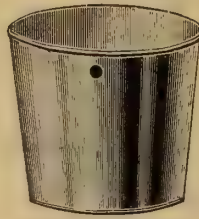
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Cuts show  
Full Size  
of Spouts.

Long Pattern

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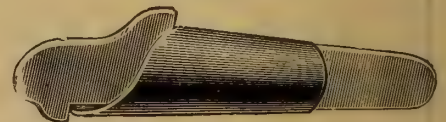


Western Pattern

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE  
AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

Prices  
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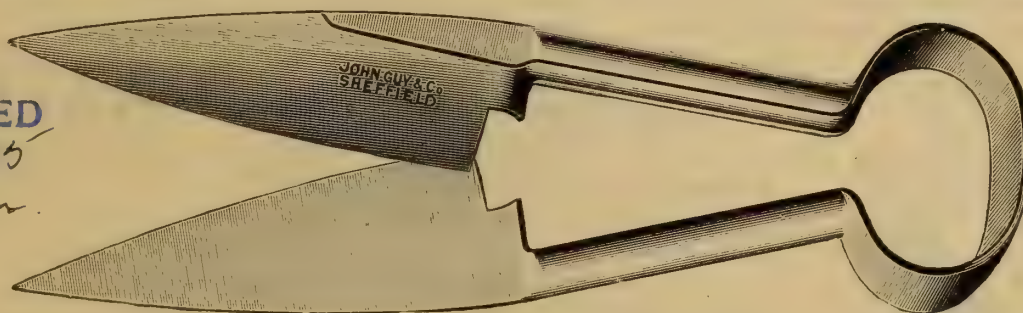
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English House—16 Philpot Lane, LONDON, ENGLAND.

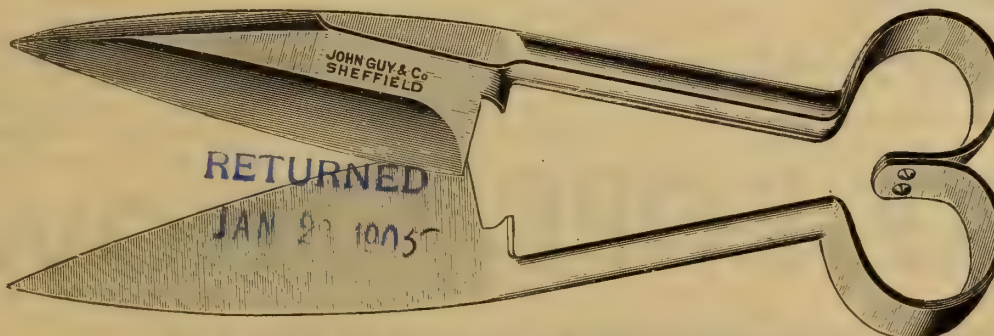


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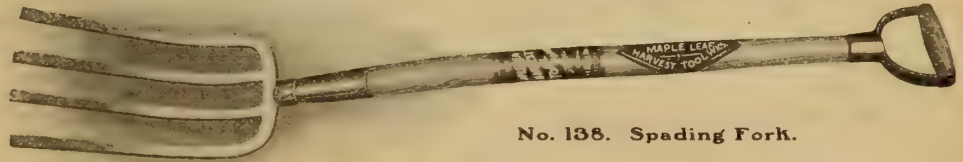


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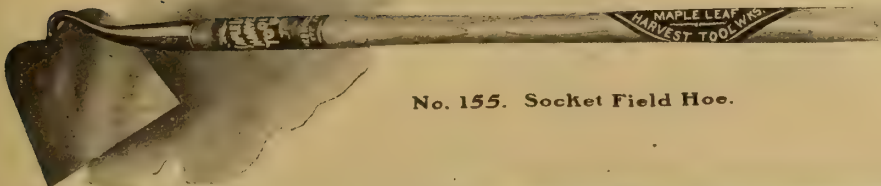
No. 138. Spading Fork.



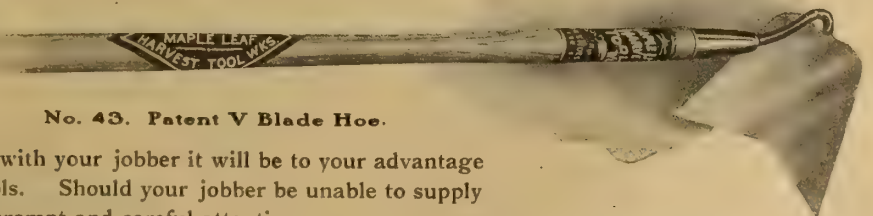
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No. 155. Socket Field Hoe.



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**The Never Scald Kettle Handle**

Made to Fit Any Size of Kettle

**No More Scalds—Lid Can't Come Off**

The lid is held securely in place by lugs at each side. It can't slip, nor can the steam reach the hand. **Vegetables** can't fall out. Many footsteps saved by not having to run and get a cloth to drain water off vegetables boiled in the **Never Scald Kettle**. For sale by

**E. T. WRIGHT & CO., Hamilton, Gau.**

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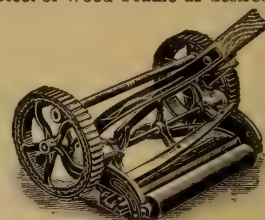
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ST. MARYS, ONT., CANADA.**"Maxwell Favorite Churn."****PATENTED FEATURES:**

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High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

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8-in. Low Wheel.

**Wheelbarrows.**

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**SPRINGS**

ALMOST ANYTHING IN THIS LINE.

**Small DROP FORGINGS**

Submit Samples or Specifications for Prices.

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Factory equipped with the latest improved machinery.

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True to gauge, True to count,  
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BLUE RIBBON, 650 ft. to the lb.

REDCAP, - 600 ft. to the lb.

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Still the Favorites of both FARMERS and DEALERS.

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*Nothing but Select Fibre Used.*

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Our Twine is not only evenly spun, but is WELL BALLED.

This is very important, prevents tangling in Twine Box

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Mills—MONTREAL and HALIFAX.



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ALWAYS UNIFORM  
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## "Red Star" Sheet Packing

"Red Star" is the original High-Grade Sheet Packing, a winner all the time.

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# THE CANADIAN RUBBER CO. OF MONTREAL.

## Sap Buckets and Spiles



FLARING OR WEST-  
ERN PATTERN  
SAP BUCKETS

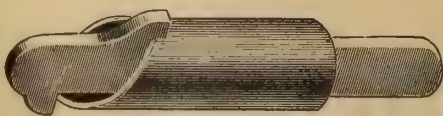
2 SIZES.

QUARTS 8 AND 10.

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SAP BUCKETS

3 SIZES.

NOS. 8, 12, 16.



E. T. PATTERN SAP  
SPOUTS

Made from tinned steel.

WE CAN SUPPLY THE EUREKA  
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TIN PLATES IN ALL STANDARD  
SIZES AND QUALITIES.

WE WILL BE PLEASED TO  
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MAPLE LEAF SAP SPOUTS

Made from bronzed steel.

## KEMP MANUFACTURING CO., TORONTO, CANADA



## Report of the World's Copper Trade

THE year 1904 has been more prosperous in the copper trade than the season preceding, which was in turn a decided improvement upon 1902, and 1905 promises to be even better, from the standpoint of the producing interests. The year closes with American copper selling at about 15 cents per pound, an advance of about 2 cents from the average price of the first nine months, with good prospects that a high price will be held well into 1905. The leading mines, by virtue of economies effected after the drop in the price of the metal in October, 1901, have made large net earnings, and dividend disbursements by American mines have been larger than for several years previous. The leading Spanish mines, among which the Rio Tinto is preëminent, have done well; and the earnings of the Mansfield, Germany's leading mine, have shown a nearly complete recovery from the extremely low figures of 1902. The Greene Consolidated, of Mexico, has reached the stage of steady dividends, and the net profits, disbursed to shareholders and placed to surplus and amortization funds, have been quite satisfactory with the larger number of the world's great copper mines.

### INCREASED CONSUMPTION.

The rate of increase in the consumption of the leading metals, and also of coal, averages very closely to 61-2 per cent., compounded annually, but copper and nickel are in excess of this percentage. Nickel being a metal of comparatively recent use, the percentage of annual increase is abnormal, while in the case of copper the electrical demand of the past fifteen years is responsible for a material increase from the regular ratio of annual gain established for the other metals, and maintained by copper as well, until about the beginning of the last decade of the nineteenth century. Contrary to the generally accepted impression, the electrical demand for copper is not the principal source of consumption, the engineering trades taking at least half of the total output, while electrical demands are estimated variously by different statisticians who have given study to the matter, as but 22 to 27 per cent. of the total output. Small

as the percentage of electrical demand may appear, it is an entirely new use, and has stimulated the copper trade to remarkable activity during the past twelve years. Great as are the amounts being invested in new copper mining enterprises in various parts of the world, the work is being undertaken none too soon. The normal increase in the world's consumption now exceeds 100,000,000 pounds annually—an amount greater than the output of the Rio Tinto, Calmut & Hecla, Anaconda, or Boston & Montana, and as at least five years and several millions of dollars are required for the opening of a really great copper mine, the effect of the work now planned will not be felt in any appreciable degree for several years to come, and cannot be felt in their full force for five or ten years in most cases, by which time the demand for the metal will have increased to remarkable figures.

### FUTURE COPPER PRODUCTION.

The great copper consuming industries of the world are giving great attention to the question of future copper supply, since so many are dependent upon the metal that any serious shortage would be nothing less than an international calamity, many of the heavy consumers are apprehensive of a future copper shortage, but Horace J. Stevens does not share in these fears. He thinks however, that the stimulus of large demand may lead to periods when consumption treads uncomfortably close upon the heels of co-production. It should not be forgotten, however, that copper supplies possess a greater degree of resiliency than is the case with any other metal, and old copper, from cornices, ship's bottoms, brewery kettles and a thousand and one sources, has a habit of coming out very freely, in quantities aggregating tens of thousands of tons, whenever there is an era of high metal prices.

### WORLD'S COPPER PRODUCTION.

The following table gives the actual copper production of the world for 1902 and 1903 and estimated production of 1904, from the most reliable data in hand at the close of the year. The total for 1904 is more likely to prove slightly

too high than to be found too low, but it is a close approximation to the actual output, final figures of which will not be available for about six months.

Country.	(Gross tons)		
	1904.	1903.	1902
United States.....	349,866	311,536	294,297
Mexico.....	52,000	45,315	35,785
Spain and Portugal.	50,000	49,740	49,790
Chili.....	33,000	31,100	28,930
Japan.....	32,000	31,360	29,775
Australasia.....	30,000	29,000	28,640
Germany.....	21,500	21,205	21,605
Canada.....	21,500	19,320	17,485
Russia.....	10,000	10,320	8,000
Cape Colony.....	7,250	5,230	4,450
Peru.....	7,000	7,800	7,580
Norway.....	6,000	5,915	4,505
Italy.....	3,250	3,100	3,370
Newfoundland.....	2,000	2,060	2,000
Bolivia.....	2,000	2,000	2,000
Austria-Hungary..	1,500	1,385	1,500
Turkey.....	1,500	1,400	1,100
Miscellaneous.....	1,300	1,090	1,295
Totals.....	632,166	578,867	542,167

The United States shows the greatest actual and relative increase in production, there being an increase of about 12 per cent. over 1903. Canada has made a fair gain, although not so great as was hoped at the beginning of the year.

### UNITED STATES LEADS.

The copper production of the United States is so much larger than that of any other country that a special discussion of the copper production in that country will prove of interest. The State of Arizona shows the greatest increase in production over the other states, both actually and proportionately, and in 1904 stands where Michigan stood in 1903.

In 1880 the United States furnished 17 per cent. of the world's copper supply, and in 1904 it produced 55 per cent. of the world's production.

Outside of the United States, Mexico is the most important source of the copper supply. Canada has but one large mine, the Granby, but has several others of more than average promise. The principal mines of Cuba are being unwatered and prepared for the resumption of production on a large scale. The important mines of Venezuela remain idle because of the political unrest. Several new mines of importance are being opened in Spain. The highly promising copper resources of the Scandinavian peninsula are not being developed as rapidly as their promise warrants. Nor



are Turkish mines producing copper in keeping with their possibilities. In Cyprus some copper properties are undergoing exploratory and development work. There are small mines in Siberia which apparently might be made large mines. Persia has important copper resources lying untouched except for a little native mining and smelting. Indian copper mines are idle. Manchuria has copper deposits of promise, on which work was started shortly before the outbreak of the present war, and Korea also has the making of mines, which will receive attention later. China has some very small and very old copper mines, and makes perhaps 5,000,000 to 8,000,000 pound yearly, all consumed at home, in addition to which large quantities are now being imported. The awakening of China, already begun, must result in the development of important mines of copper.

The increase in copper production in Japan is due principally to the enterprise of the Japanese in adopting the latest machinery and methods of mining and metallurgy. In South Africa developments are being made in many districts. In regard to the other countries little new can be said.

#### THE LEADING PRODUCERS.

The important producing interest of the world may be divided into a few groups. These include: The Amalgamated Copper Co., Phelps Dodge & Co., New York; the Rothschild interests, including the Rio Tinto, Spain, and the Boleo, Mexico; Calumet & Arizona; Calumet & Hecla; the Greene Consolidated; the Heize interests; the Copper Range Consolidated Co., and the Mansfeld mine.

#### MR. ASHDOWN HONORED.

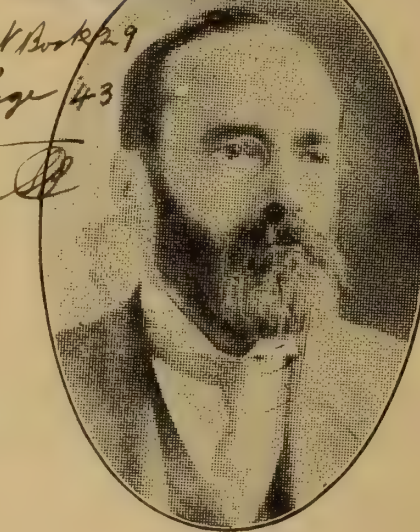
It is seldom that a Government appointment commands the unqualified approval which is accorded throughout Western Canada where he is best known as the appointment of J. H. Ashdown, of Winnipeg, to the seat on the Transportation Commission left vacant by the death of the late John Bertram, of Toronto. It is recognized that the chief transportation problem of Canada is how to serve most efficiently and economically the rapidly-growing needs of the West, and it is fitting that a Western man thoroughly conversant with the needs of the West should be given the appointment.

Throughout Western Canada, Mr. Ashdown is constantly referred to as one of the most conspicuous examples of the self-made man who has achieved his success in the West. A business man whose

personal interests are bound up with the development of the great West, he is peculiarly interested in the best solution of the transportation problem of the West and his fellow countrymen will have confidence in the soundness of his judgment.

The story of Mr. Ashdown's business career reads like a romance. Born in England, he came to Canada when eight years old, and he started out in life a young boy without a cent and with no prospects except those which were promised by his own native ability and strength of will. When eleven years of age he was serving behind the counter at his father's store in Weston, near Toronto. A little later he worked on a bush farm in Brant township, and the rough labor of a pioneer life developed a rugged constitution which has stood him in good stead ever since.

**RETURNED** *To Owner*  
JAN 28 1905



J. H. Ashdown.

When eighteen years of age, he became tinsmith's apprentice for John Zryd, of Hespeler, and for three years he worked steadily at his trade in that village. He then went to Chicago and from that city to Kansas. Perhaps it was in Kansas and Illinois that he began to realize the possibilities of the western half of the continent, but he had not forgotten Canada, and in June, 1866, he entered the Red River Settlement.

It was not a prosperous time for the district which now includes the Western metropolis, and it was certainly no place for the faint-hearted pioneer. It was the troublous time before the first Riel rebellion, discontent was rife and the country was in financial straits. In putting down the Riel rebellion Mr. Ashdown took some part, and he was one of the prisoners shut up in Fort Garry. In 1871, in partial recognition of his services, he was appointed a Jus-

tice of the Peace,—a position which in those days was no sinecure.

Mr. Ashdown's business history is in part the history of Winnipeg. He supported himself the first Winter cutting timber in the Assiniboine bush. A little later he returned to his trade as tinsmith, and the older citizens of Winnipeg still delight to point out the little old shop where he carried on his first business enterprise in the West. They like to compare it with his magnificent wholesale warehouse and the imposing retail store which is now being built on the site of that destroyed by fire last October.

Your Winnipeg citizen feels that Mr. Ashdown's successful business career is typical of the story of Western progress.

#### CANADIAN CIVIL ENGINEERS IN SESSION.

The nineteenth annual meeting of the Canadian Society of Civil Engineers was held in Montreal on Tuesday, Wednesday and Thursday of this week. At the Tuesday session a general business meeting was held in the morning and luncheon served at the rooms of the society at noon. In the evening the retiring president, Col. W. T. Anderson, gave his address. The members visited the works of the Dominion Bridge Co., the Dominion Wire Mfg. Co., the Dominion Wire Rope Works, and the works of Allis-Chalmers-Bullock, Limited, on Wednesday morning, and were entertained to luncheon by the Dominion Bridge Co. The annual dinner was held at the Windsor Hotel in the evening. On Thursday the following papers were read: "The Construction of the Canadian Niagara Power Co.'s plant," by C. B. Smith, M.A.E., M. Can. Soc. C.E.; "The Effect of Load Factor on the cost of Electric Power," by E. M. Archibald, B.Sc.; "Maps and Map Making in Canada," by James White, Geographer for the Dominion Government.

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Limited.  
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## CATALOGUES, BOOKLETS, ETC.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

## Wire Rope and Cloth.

**THE B. Greening Wire Co., Limited**, of Hamilton, have issued their 1905 catalogues of wire rope and wire cloth and perforated metals. The first gives tables of crucible cast steel, best plow steel, acme brand steel and Siemens-Martin steel wire rope; Swedish hoist ropes, galvanized iron and steel ropes for all purposes; Lang's lay wire rope; extra pliable tiller rope; pliable sash cord; galvanized wire strands; rope fittings, etc. The catalogue devoted to wire cloth and perforated metals is profusely illustrated and supplies lists of all the various lines manufactured by the company. Numerous interesting tables of sizes are supplied in both catalogues which must prove indispensable to users of these goods.

## Wood-Working Machinery.

What might almost be termed a monumental work on wood-working machinery is the splendid new catalogue of the Macgregor, Gourlay Co., Limited, of Galt. This voluminous book is bound in flexible cloth boards, ornamented, and with title executed in gold. The pages are large size enabling the adequate reproduction of illustrations of the numerous machines manufactured by the company. These illustrations have been admirably executed and stand out clear cut from the pages of the catalogue. By means of tin blocks the bodies of the machines are better emphasized and outlined. The contents include illustrated descriptions of surface planers; planing and matching machines, hand planers and jointers, moulding machines, shaping, panelling and dove-tailing machines, tenoning, mortising and blind machines, boring machines, band, scroll and sawing machines, saw tables and gaining machines, sandpapering machines and a miscellaneous assortment of other machines used in the wood-working trade. The Macgregor, Gourlay Co. are certainly to be congratulated on this excellent catalogue.

## A Calendar Free.

Readers of **Hardware and Metal** wishing an attractive and substantial calendar may obtain such a one free by addressing a request to the Alabastine Co., Limited, Paris, Ont., mentioning **Hard-**

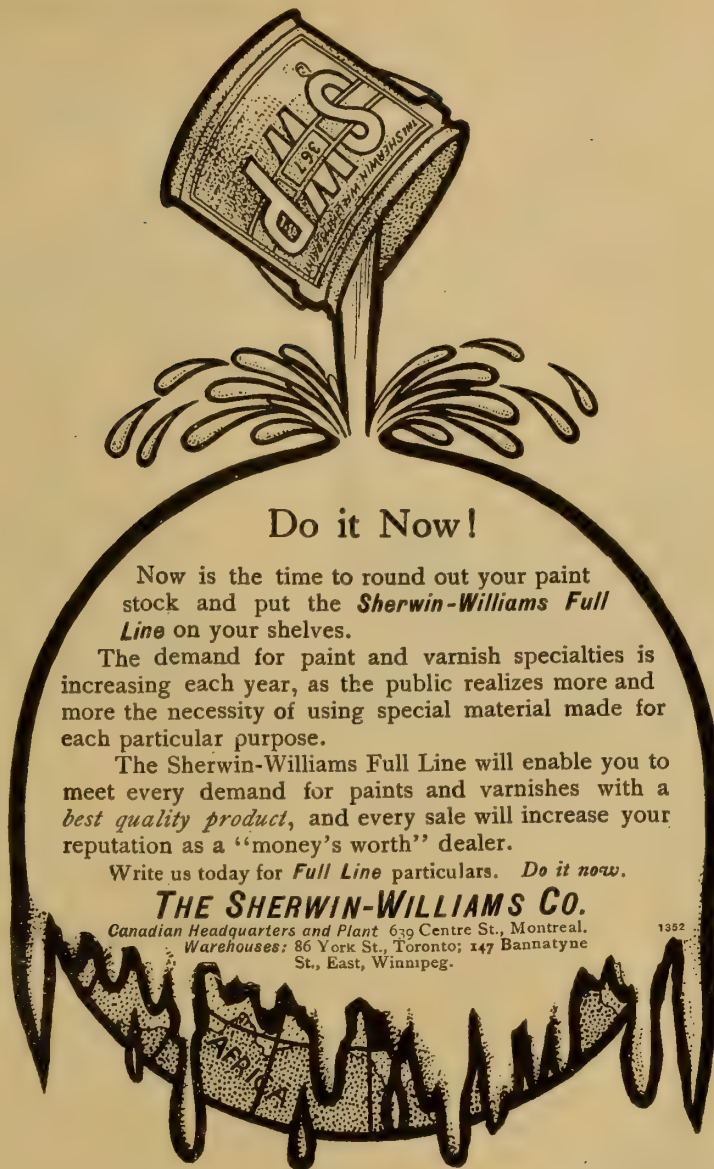
**ware and Metal**. This calendar is of tin, and is designed as a wall hanger. It is beautifully decorated in several colors. Through two pillars, with a classic arch springing from one to the other, one sees a pretty landscape, in the foreground of which stands a church, and the whole constitutes a capital advertisement for Church's Alabastine. Mounted thereon is a calendar which may be renewed each successive year on application to the Alabastine Co.

The disastrous fire which visited this company last year seems to have taken nothing away from their energy or purposes, and they are after business with old-time determination. So thoroughly have they made known their product that we venture to say that a good many people, some of them dealers at that, think that "Alabastine" is descriptive of a certain kind of wall coatings in general, forgetting that it is a proprie-

tary name, the right to use which is vested solely in the Alabastine Co., of Paris.

## Ice Cream Freezers.

In a neat little booklet of 24 pages the North Bros. Mfg. Co., of Philadelphia, describe their 1905 line of ice cream freezers. The practical feature which distinguishes the freezers of this company are the "automatic twin scrapers," which insure automatic and continuous scraping of the frozen cream from the side of the can. The scrapers are hung on a dasher so that their lower ends rest on the bottom of the can and the friction between ends of scrapers and can bottom when in motion moves the scrapers against the side of the can and holds them there positively and continuously. The North freezers are made of cedar with electric-welded wire hoops, which are guaranteed not to fall off or



**Do it Now!**

Now is the time to round out your paint stock and put the **Sherwin-Williams Full Line** on your shelves.

The demand for paint and varnish specialties is increasing each year, as the public realizes more and more the necessity of using special material made for each particular purpose.

The Sherwin-Williams Full Line will enable you to meet every demand for paints and varnishes with a *best quality product*, and every sale will increase your reputation as a "money's worth" dealer.

Write us today for *Full Line* particulars. *Do it now.*

**THE SHERWIN-WILLIAMS CO.**  
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break. Their bottoms are of drawn steel and will not leak, break or fall out of the body of the can. Further information can be obtained by writing for a copy of the booklet.

**"Lumen."**

What is "Lumen?" Any dealer who would like to know is advised to send for an illustrated pamphlet on the subject, issued by the Lumen Bearing Co., Buffalo, N.Y., and 114 Jarvis street, Toronto. The booklet gives a clear and comprehensive idea of the physical and mechanical characteristics of "Lumen," that will enable the engineering and mechanical force to properly and intelligently design and specify "Lumen" bearings and also serves to demonstrate to the business or commercial heads the superior advantages of the use of "Lumen" as a purely business proposition. The booklet has been well executed and serves its purpose admirably.

**Trade Conditions in  
Birmingham**

By H. B.

Birmingham, January 12, 1905.

It is too early in the new year to speak with any confidence of the trade prospects of 1905. But hopefulness is in the commercial air, and if markets are at present none too active the tone is strong. So far as raw materials are concerned there is a general stiffening in the iron and steel trade, while the rise in copper, and consequently in brass, is compelling manufacturers to revise their price lists. Signs of a revival in trade were distinctly indicated at the quarterly meeting of the iron trade held in Birmingham to-day. A much larger amount of business was transacted than was anticipated, and though prices for marked bars remained unchanged, for unmarked bars and angle iron inquiries were general and a fair amount of business done at advanced prices. With marked bars at £8, good merchant brands of unmarked found buyers at £6, and prices generally showed an improvement of 5s to 7s 6d per ton upon those of last year. At a largely attended meeting of the Unmarked Bar Association an advance was decided upon of 5s per ton, and the Gas Strip Association recorded a similar increase. Orders were reported as more numerous and the outlook encouraging. With

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ON THE TRADE.**

**IVER  
JOHNSON  
Revolver Grip.**

Progressive dealers instantly recognized its value—the demand was spontaneous. As the result of extensive advertising there is already a large demand for this revolver.

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**"DON'T CARRY IT" — "WILL SEND AND GET IT" —**

**"INTEND TO HAVE IT"**

**Hammer  
the  
Hammer**



**Accidental  
Discharge  
Impossible**

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are signs that —————> point to the door of your competitor, who, being alert and keen, realizes that "New Things" impart life and activity to his business and who instantly recognizes the practicability and selling virtues of the

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**IVER JOHNSON'S ARMS & CYCLE WORKS,**  
FITCHBURG, MASS., U.S.A.

spelter touching £26, the difficulties of profit making by manufacturers are enhanced, but with increasing demand will come increase in profit. Galvanized sheets changed hands at £10 12s 6d average, f.o.b. Liverpool for 25 gauge in bundles and were in good demand.

Steel is also active, and the meeting was well attended by representatives from the North of England, South Wales and also by agents of American and German firms. Welsh Bessemer tin plate bars ruled £4 7s 6d to £4 10s, and Siemen's 5s above those prices. Best Welsh sheets £8 10s for singles and thick doubles; £8 15s light doubles, and £9 5s for lattens; whilst Staffordshire prices were £9 10s for singles, and £10 for doubles. Staffordshire quotations for sheet bars ruled at \$4 10s to \$4 12s 6d net, billets 2s less; bars £6 to £6 5s; best boiler plates £7 to £7 5s; angles, £5 5s to £6 5s; sheets, doubles, £7, less discount.

The bicycle trade is somewhat disorganized through the continual attempts by some of the largest firms to bring out cheaper and cheaper, and consequently, of course, lower grades of ma-

chines. There is the rumor of a five guinea machine to be shortly placed upon the market. Uncertainty on the point of price has delayed the makers of components in deciding upon details of patterns, etc., for the coming season, and this is naturally acting adversely upon employees.

There is an improving demand for all kinds of hardware, and home requirements for ironmongery are good. The falling off of the season demand for jewelry has left this important Birmingham industry in a very depressed condition. But makers of Spring novelties in belts, chains and the many metallic knick knacks with which the feminine mind delights to decorate the feminine body, are fairly heavy.

Taking the country as a whole, we would say that while there has been a very marked improvement in the cotton and woolen trades of the north, the hardware and general trades show those signs of gradual and cautious improvement that following upon a lengthened state of stagnation presage a turn in the tide which makes for a full flow.



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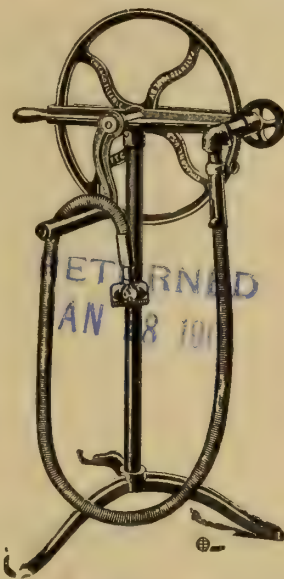
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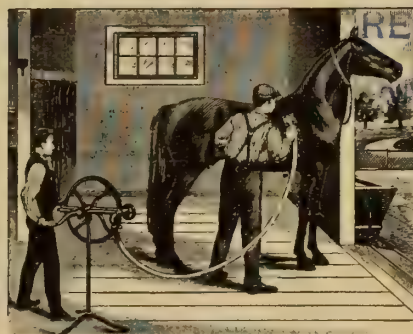


"Stewart" Patent  
Chicago Knife and Handle.



"New Chicago," 1902

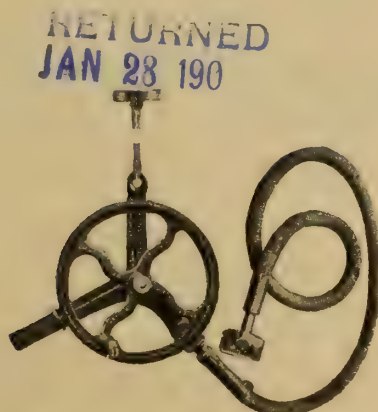
It is made with all Cut bearing from solid metal. The teeth are milled not cast, and engage with hardened steel pinion. It has positive power—no belts to slip, no lost motion; every turn of the wheel is sure to bring 28 vibrations of the knife blade.



A clipped horse dries out from sweating in 20 minutes and can sleep without risk of getting cold.



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It is suspended from the ceiling by a rope permitting all parts of the horse to be reached with facility. Turns easy, and cuts as fast as any machine made.

Requires no experience to work it.



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Porcelain Enamel Sinks,

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is the latest, most efficient and by far the most attractive urinal offered to the trade. It is made of cast aluminum, and is very durably constructed. It closes up like the blade of a knife, and is extremely neat. It occupies but a very little space, and may thus occupy a space impossible to the old style urinals.

The margin of profit is exceptionally large.

Write for special proposition



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A.A.W.

The **James Morrison Brass Mfg. Co., Limited**  
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## THE PLUMBING SUPPLIES MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, Jan. 27, 1905.

AT this time of the year the plumbing business is not generally in a very active condition. According to best advices this season so far has opened up much earlier than usual and gives promise of being unusually

brisk throughout. Brass goods and ordinary plumbing supplies have been somewhat quiet of late, but the market has picked up materially and is now quite active. In heavier material there is not so much movement. Heating goods are very brisk and manufacturers and dealers are well satisfied with what is being done in these lines. While prices in iron pipe are stiffer, there has been no advance, but such is expected in the very near future. For some time past concessions have been obtainable on many lines of plumbing and heating goods, but owing to the strength and general advance in raw material, such are no longer given.

**Range Boilers**—The demand for these has not fallen off to any noticeable extent, although at this season there is usually a decrease. Prices are unchanged. Prices are as follows: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Although the raw material has advanced considerably, prices on lead pipe continue as before. There is a big demand. We quote as follows: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—Orders for these have increased and shipments are being made to all quarters. Prices are unchanged as follows: Soil pipe, standard, 50 per cent. and 10 per cent. off list; standard fittings, 50 per cent. and 10 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 and 10 per cent. off.

**Iron Pipe Fittings**—Business in these has been very satisfactory. We quote as follows: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Indications point to an early advance in iron pipe, as raw material has been much firmer. Although prices quoted are the same, the market is much stronger, and concessions that were obtainable before can no longer be had. We quote: Standard pipe, per 100 feet in length under 19 feet. Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 in., \$3.65; 1 in., \$5.20; 1 1-4 in., \$7.35; 1 1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1 1-4 in., \$10.05; 1 1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in.,

\$5.25; 1 in., \$7.55; 1 1-4 in., \$10.55; 1 1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1 1-4 in., \$13.25; 1 1-2 in., \$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent. discount, and 1-2 to 6 in., 70 per cent. discount.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, Jan. 27, 1905.

A BETTER class of orders are being received by the supply houses this week. From eastern and northern Ontario baths, fittings and pipe are in good demand which implies that contract work is well under way. The merchants of Western Ontario and the vicinity of Rainy River district are sending in a fair amount of orders for pipe and solder. The recent meeting held by the members of the local supply houses has resulted in a general advance of prices, but owing to the fact that they have all been busily engaged taking stock no prices have as yet been fixed. However it is expected that by next week higher prices will reign on the majority of articles. The most marked advance is expected to be made in enamel and solid porcelain ware. The advance in solder which should have occurred some time ago has now taken place showing an increase of 1 cent. The momentary quickening of the pulse of trade last week, caused by the receipt of orders from merchants in the Lake Superior district, has now ceased. In the expectation of the Winter season being short, many outside jobbers are preparing for their Spring work, and an increase of contract orders is expected next week.

**Lead Pipe**—Trade conditions continue unchanged. Demand is fair, and prices continue unchanged. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—Quotations remain unchanged as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—A better demand is current. Prices are expected to advance. We quote nominally as follows: Malleable fittings 20 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 60 per cent.; headers, 60 per cent.; flanged and lip-ped unions, 60 per cent.; malleable bush-



ings, 60 per cent.; nipples up to 6 inch inclusive, 70 and 5 per cent.

**Copper Range Boilers**—Trade is quiet. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—Trade is quiet. Prices continue unchanged. Our quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—A stronger demand is noted on this week's market. The market is steady. Prices are firm and an

advance is anticipated. We quote: Black, 1-4 inch, \$2.04; 3-8 inch, \$2.06; 1-2 inch, \$2.30; 3-4 inch, \$2.88; 1 inch, \$4.13; 1 1-4 inch, \$5.63; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86; 3-8 inch, \$2.89; 1-2 inch, \$3.15; 3-4 inch, \$4.03; 1 inch, \$5.78; 1 1-4 inch, \$7.88; 1 1-2 inch, \$9.45; 2 inch, \$12.60.

**Solder**—Trade is brightening up. Prices have advanced 1 cent. We quote: Bar solder, half and half, guaranteed, is quoted at 18 3-4c; wiping solder at 16 1-2c, and refined 17 1-4c.

**Enamelled Ware**—The following quotations on Standard Ideal enamelled ware are given: Baths, rolled rim 5 1-2 feet, 2 1-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50.

## A PERFECT SEWERAGE SYSTEM FOR RURAL HOMES, SCHOOLS AND FACTORIES.

It is perhaps no exaggeration to say that, having regard to the frequency with which it comes up for consideration, and many other circumstances, the question of properly disposing of sewage is one of the most important matters with which the health authorities throughout the country have to deal, and yet it is a remarkable fact that in these days of popular education, when the people enjoy the benefit of free literature and lectures on fruit growing, dairying, domestic science, etc., that a knowledge of so important a subject, and one so closely allied to their physical and moral welfare is confined to a limited number.

True, a vast amount of experimenting

### SEPTIC TANK SYSTEM.

In the matter of public sanitation, the question of disposing of sewage in small towns and villages as well as in less populated districts, where by reason of its great cost a general system of sewerage is impossible, is daily becoming of greater importance, and as the title of my paper would indicate, that is the phase of the question with which I propose to deal. The system to which I intend to refer is known as the septic tank system, and I believe that nearly

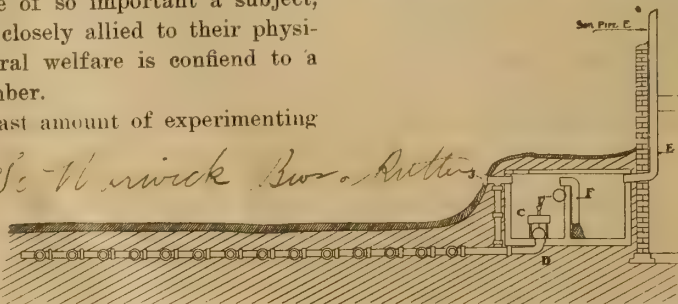


Fig. 1

has been done during recent years, and the matter has received a great deal of attention from scientific men, the results of whose labors have been freely discussed at medical conventions and reported in medical journals, but the valuable information so obtained has not reached the great mass of the people at all.

all who have studied it are agreed that it is at once the most natural, most scientific, simple and economical system in use to-day, and speaking from a personal knowledge of scores of the systems, I am in a position to say that it is worthy of all the good things that are said of it.

I realize, that, apart from a descrip-

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is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not got them, write direct to

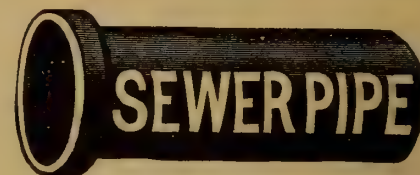
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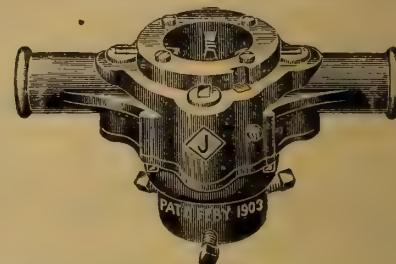
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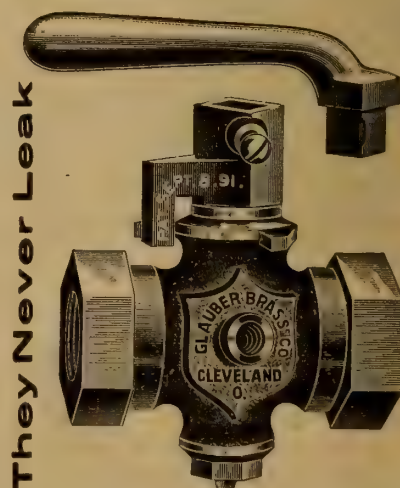
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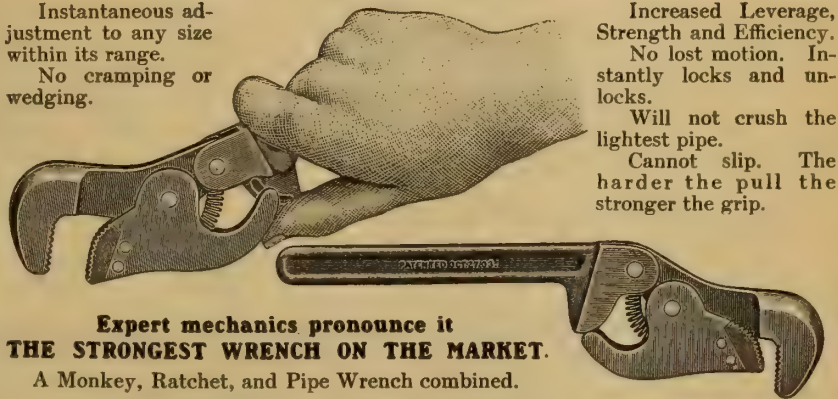
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76 YORK ST., TORONTO.KERR'S GENUINE WEBER  
GATE VALVEShave many imitations, but none equal the  
"real" article, made by us. Be sure you get  
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PATENTED OCT. 27, 1903

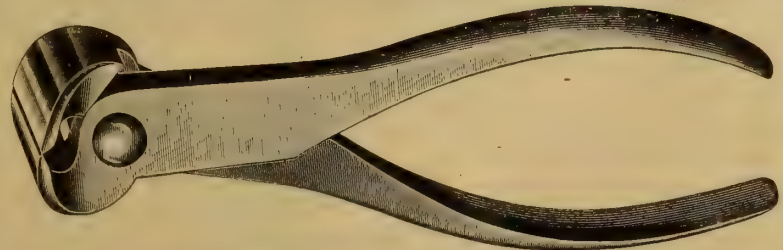
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justment to any size  
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harder the pull the  
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THE STRONGEST WRENCH ON THE MARKET.  
A Monkey, Ratchet, and Pipe Wrench combined.

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## THE FIRE DIES OUT

in most hot water boilers every little while,  
and it puzzles the attendant to know where  
the trouble lies. It lies in the chilling of the  
fire by the return pipe at the back of the boiler.THE ECONOMICAL  
HOT WATER BOILERremedies this defect by providing two return  
pipes—one at either side—(see cut.)

Booklet tells all about it.

Agents Wanted.

P. GIES, Founder, BERLIN, ONT.





tion from a mechanical standpoint, anything I might say to medical men regarding the system would be superfluous, but for the benefit of the laymen who may be in need of information on the subject, and in order to emphasize the necessity of carrying out every de-

state, and, finding its way to the water supply, not uninfrequently results in an outbreak of typhoid fever or some intestinal disease.

#### RESULT OF WORK OF MICROBES.

The two classes of microbes referred to, have properties somewhat differing

tation on the surface, and the latter passing up high into the air, as hereafter described.

With this brief reference then, to the principles which underlie what is conceded to be a most efficient system for the disposal of sewage, I propose to indicate how it should be constructed; and in order that I may the more readily make myself plain, I have drawn for your inspection a number of diagrams which I trust will accomplish the desired result.

#### ELEVATION OF SYSTEM.

In figure 1 is shown an elevation of a complete system built on level ground, with the tank placed close to the wall of the building—where in fact the large majority of those now in use are located.

The tank should be built of brick or stone, laid in and lined with cement, or

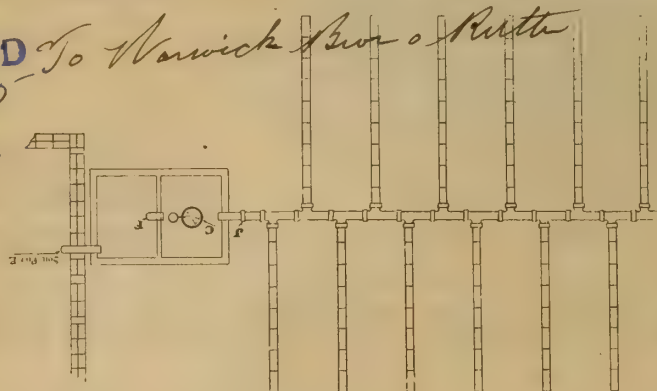


Fig. 2

tail, in constructing a system as hereafter described, I deem it wise to briefly refer to the fundamental principles which govern it.

#### A PURIFYING AGENT.

It is a matter of common knowledge that living earth—or top soil—is a powerful purifying agent, but comparatively few are aware that the presence in it of countless numbers of bacteria, or microbes, is alone responsible for the chemical changes brought about in waste matter placed beneath its surface, and that these bacteria, not only through their action remove and destroy the dangerous properties of such waste matter but actually convert them into plant food, which, being taken up by the vegetation is again consumed for the sustenance of life. Pasteur divided these microbes into two classes, viz: Anerobes, or those which lived apart from air, or derived their oxygen from decaying compounds, and aerobes, or those which require plenty of fresh air for their development, and as both classes are considered necessary for the complete reduction of waste matter, it will be seen

from each other, but the net result of their work under proper conditions is the breaking down of the solid matter in the sewage, the disintegrating of its

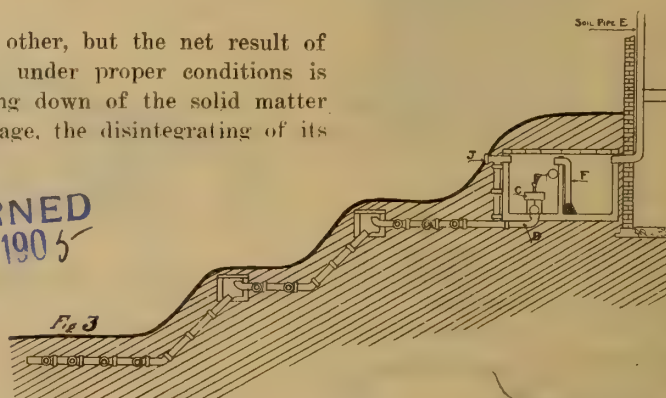


Fig. 3

constituents and the conversion of the whole into liquids and gases, in which form it leaves the septic tank, the former to be distributed under the surface

of solid concrete, the main object being to have it impervious to moisture.

It will be noticed that the tank is divided into two compartments, an overflow pipe "F" being built into the dividing wall, the mouth of the said overflow being within seven or eight inches of the bottom of the tank, and being covered with a wire screen about the size of an ordinary pail, the mesh of said screen not exceeding three-quarters of an inch.

The main soil pipe is represented by "E" and should be directly connected with the closet, bath, sink, etc. It extends from the same compartment in which the overflow is placed to a point two or three feet above the roof, said pipe acting not only as a conductor of sewage to the tank, but also as a channel by which any gases in excess of those in solution, may pass out to the atmosphere at a height which renders it impossible for them to inconvenience the occupants of the building.

"J" in the second compartment ad-

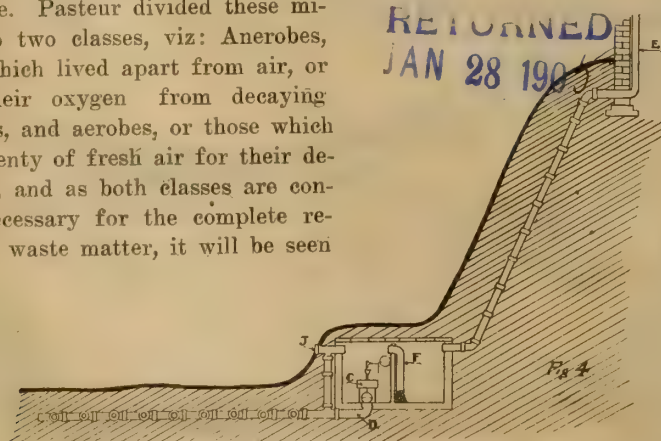


Fig. 4

that if sewage is placed too deep in the earth, as for instance in a cesspool, where, owing to the absence of air, the necessary aerobic bacteria cannot exist; it may pass down deeper in a putrid

of the earth, where, by reason of its contact with free oxygen, bacterial life is most active, there to be still further reduced and finally converted into nitrates, which are readily taken up by the vege-



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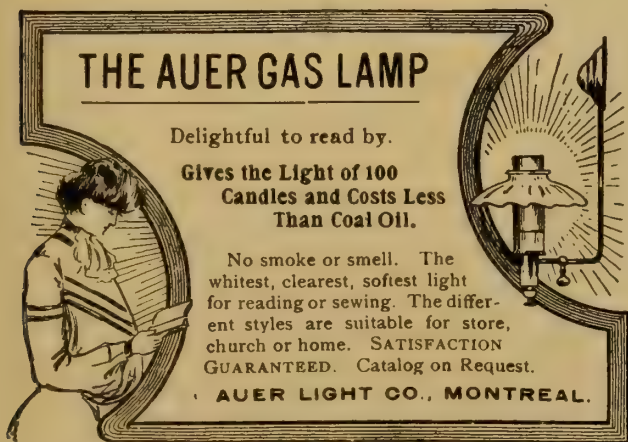
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and you will be as well pleased if you investigate its good qualities. Waterproof, fire-resisting, and not affected by the vapors of acids or alkalis, it should be used on any building where a permanent roof is required. Any one can lay it, each roll containing nails, caps and cement sufficient for laying. Our free samples and illustrated book will be sent on receipt of your name.

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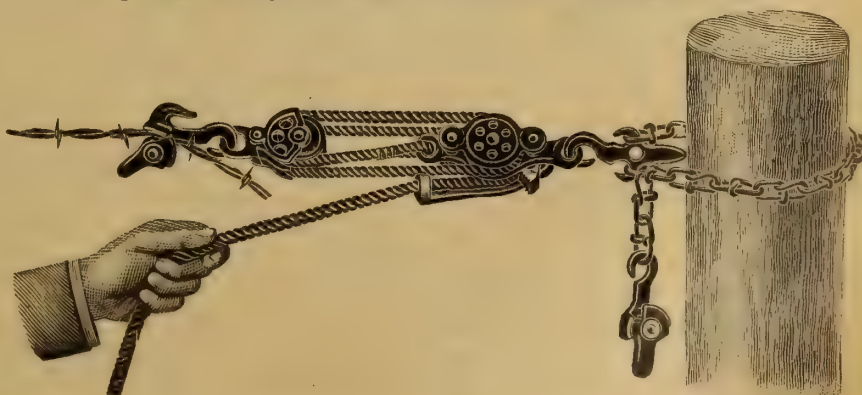
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None better on the market unless it is the Triumph.

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NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER



mits fresh air, which passes freely over the centre partition—spaces being left in the top of the latter for the purpose—and up through the soil pipe to the roof.

In the centre of the second compartment is placed an automatic valve "C," which is caulked into a four-inch cast iron bend, as ordinarily used by plumbers, and which is securely built into the bottom of the tank during its construction. The top of the hub of the bend is usually left slightly lower than the level of the floor of the tank.

From the said iron bend is run a line of glazed tile pipe, four inches in diameter, having a connection with the fresh air pipe, for the purpose of ventilation, and a number of openings placed at intervals of two feet or more from which are run branches of four-inch field tile with loosely butted joints.

#### PLAN OF ENTIRE SYSTEM.

Figure 2 shows a plan of the whole system and illustrates one way in which the tile may be laid, though, as will be manifest, they would do equally well if all laid in one side of the main carrier in any number of branches, or any length, providing a sufficient number in the aggregate are laid, and the rows are not placed closer together than two feet in light soil, and a somewhat greater distance in heavy soil.

The field tile should not be placed more than one foot below the surface, and must be perfectly level, for the reason that if given a fall the earth surrounding the low ends of the system would receive more than its share of liquid sewage and might in time become fouled. While if level, the earth surrounding every tile has an equal amount of work to do, and will produce most satisfactory results.

Briefly then, the operation of the system is as follows:

The sewage from the building enters through soil pipe "E," filling the first compartment in which all solid matter is retained until it is reduced by the contained bacteria which multiply and develop very rapidly. In a liquid form it is allowed to enter the second compartment through overflow "F" which is turned down because of the presence of the bulk of the organic matter in suspension on or near the surface.

When the liquid has risen in the second compartment to the height at which the unlocking float on the valve has been set, the valve automatically opens, and discharges the contents of that compartment, be it fifty or a thousand gal-

lons, into the system of field tiles, through which it percolates into the surrounding earth, to be taken care of by nature as already described.

As the tank takes from twelve to twenty-four hours to fill, it will be obvious that there will be abundance of time in which the water in the tiles may soak away before it again discharges.

To prevent the gases of decomposition escaping through other than the proper channel the tank must be covered first with rough plank, and then with five or six inches of earth, which in turn, if desired, may be sodded over.

#### SIZE OF TANK.

In figuring out the size of tank necessary, the following may be taken as a safe rule, viz.: For every occupant of a private house or hotel, allow three cubic feet of space in each compartment, while for a school or factory, where, as in

### SPEAKS FOR ITSELF.

HARDWARE AND METAL, Toronto.—One of the main features that have been hurtful to the plumbing and heating craft throughout Canada has been the lack of intercourse between craftsmen, some medium through which ideas could be interchanged. I believe that **HARDWARE AND METAL** is filling this want and consider it a valuable medium for the craft to be brought into close touch, one with the other. We, in these days, are pleased to make much of the "Made in Canada" sign, don't let us forget that "Published in Canada," is also a very good companion motto.

W. H. MEREDITH,

Provincial Secretary M.P.A. of Ontario.

the case of a house, nothing but domestic sewage is to be treated, one-third less space will be sufficient, and for every cubic foot in one compartment (or one-half the tank lav) thirteen feet of four-inch field tile.

It will be obvious that, as in the case of ordinary stable manure, human excreta, if deposited in its solid state just below the surface of the earth, would entirely disappear in a very short time, and the system just described is merely a most convenient and sanitary way of automatically accomplishing that very desirable result, with the accompanying advantage of not only depositing it in the earth partially treated, but in a much more favorable condition to receive final treatment than could possibly obtain if the former method were adopted.

#### TERRACES.

Anticipating the difficulty which will be encountered where there is a con-

siderable fall in the ground surrounding the building to be drained, I would refer you to figure 3 which shows a number of terraces each receiving a portion of the effluent from the tank.

It will be noticed that the end of the glazed tile is turned up a few inches on the brow of each terrace, the obvious result of which is that all the field tiles at that level must fill before the sewage can rise and overflow to the tiles on the next lower level, where the same operation takes place, and so on for any number of terraces, and as will be apparent, the sewage passing into the tiles on a high level cannot possibly escape to those lower down, so that the earth surrounding every tile, will have its full complement of work to perform.

#### RELATIVE POSITIONS.

Figure 4, the horizontal scale of which is somewhat exaggerated, shows the proper relative position of the tank to the house where the field tiles have to be placed on a level considerably below that on which the building stands. In such a case it will be evident that were the tank placed on the high level, the discharge would come down with sufficient velocity to wash out both earth and tiles, while the discharge from the house to the tank as shown will not have any injurious effect on the latter.

In answer to a question which arises in the minds of most people who have given consideration to the system, I may say that it will not freeze in Winter, even when the frost penetrates the ground for several feet everywhere except where the tiles are laid, and, as may be expected, splendid results may be obtained in vegetables or flowers if the tiles are laid under a garden.

In conclusion I would simply refer to a few of the principle points which should be kept in mind in constructing such a system, viz.:

Have the tank covered with a few inches of earth, to prevent the escape of gases, except through the soil pipe stack. See that the valve discharges at least once before the tank is covered in. See that no trap is placed on the main soil pipe to prevent the free passage of air across the tank and up to the roof, and that the necessary space for the air is left in the top of the centre partition, and, finally, take care that no disinfectants or chemicals of any kind are allowed to enter the tank, if the life of the bacteria, upon which the system depends for its success, is to be preserved.



**Handy Smoke Machine.**

PRACTICAL demonstrations have recently been made in some of the larger cities to establish the efficiency of the Thomson Smoke Machine for testing plumbing, with very satisfactory results. It is stated by all who have seen these demonstrations that the machine can be relied upon to dis-

inches. Roughing-in measurement from wall finish to centre of bend, with back connection, as illustrated, is 13½ inches, or where flushometer is turned for side connection 12 inches. May be used with either tank or direct supply.

**Plumbers' Social Evening.**

THE regular monthly social evening of the Master Plumbers' Association of Toronto came off in the rooms of the Association, 21 Richmond street west, on Monday, January 23. The attendance was excellent, there being between eighty and ninety present.

Shortly after eight o'clock the members adjourned to the main hall to listen to an address given by Mr. M. J. Quinn, mechanical superintendent at the Parliament Buildings, Toronto, on the use and helpfulness of the "septic" tank in the purification of water. In his ad-

building of compartments, etc., all of which was of unlimited value to those present. At the conclusion of the address a number of questions were asked which showed that a great interest was taken by those who listened to the discourse.

Two games of carpet ball were then started between two teams representing the supply men and two teams representing the association, which resulted in a double win for the association teams.

The game on the west side was fast and furious, and judging from the amount of cheering, lacrosse and hockey are not the only games that Canada can boast of. This game resulted in the score of 27 to 14 in favor of the association. The line up was as follows:—For the supply men—E. A. Rodgers, of the Jas. Robertson Co.; W. Fulton, of the Dominion Radiator Co.; F.

RETURNED

JAN 30 1905

To Owner

Cut Book 29

Page 48



tation and workmanship it would seem to be invaluable. It would also seem that every owner of residence property or office building, would readily comprehend and appreciate the importance and pecuniary value to themselves of cover the slightest defect in any plumbing or drainage system, thus insuring to the property owners or tenants the opportunity to protect themselves against the deadly effects of sewer and other gases.

The cost at which this machine is sold (\$30) is in no way commensurate with the results secured by its use, and to plumbers who are jealous of their reputation being able to satisfy every one interested, that the danger to life and health by reason of sewer gas or defective plumbing was not present in their buildings.

Property owners invariably protect themselves against loss by fire, why is it not just as reasonable that they should insure against deadly sewer gas, by insisting upon the application of the accurate and reliable smoke test such as is made possible by the use of such a machine? The James Morrison Brass Mfg. Co., Limited, Toronto, are manufacturing agents for the Dominion.

**Jet Water Closets.**

The plain syphon jet water closet illustrated this week is the "Acme," with the Kenney flushometer system. It has quartered oak seat and cover, cabinet finish, brass floor flange and nickel plated bolts. The distance from floor to centre of flushometer inlet is 25

Plain Syphon Jet Water Closet—furnished by The James Robertson Company, Limited.

dress, Mr. Quinn traced the water from the time it entered the well until it arrived in the dwelling ready for use, dealing with the faults of cess-pools, the treating of bacteria, and more particularly with the plumber's part of the work, namely, the laying of pipe, the

McBride, of the Good Mfg. Co., New York; M. P. Huffman, of the Canada Radiator Co.; Bert Ormaston, of the Ontario Lead and Wire Co., and D. World, of the Jas. Morrison Brass Mfg. Co., who acted as captain. For the association—R. W. Harrison, D. Morgan,



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JAN 30 1905

To H. M.

Cut Book 29

Page 46

29

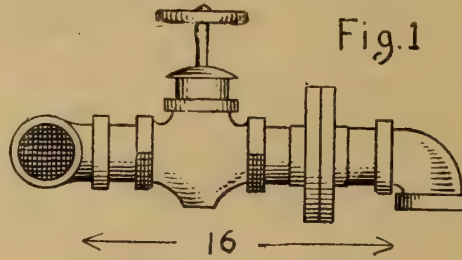


J. H. Wilson, K. J. Allison, E. A. James, and captain W. H. Meredith. M. J. Quinn acted as referee.

The other game on the other side of the building was of a quieter nature, although just as much interest was displayed at the finish when the score stood 8 to 5 in favor of the association. The line up was as follows:—For the supply men—L. J. Avery, of the Wolverine Brass Works, Grand Rapids, Mich.; W. J. Spence, of the Ontario Lead and Wire Co.; J. M. Ouston, of the Jas. Robertson Co.; S. T. Hadley, of the Jas. Morrison Brass Mfg. Co.; W. B. Malcolm, of the W. B. Malcolm Co., and C. World, of the Jas. Morrison Brass Mfg. Co., who acted as captain. For the association—P. Jessman, W. B. Botting, C. Wallis, J. E. Knox, J. W. Erwood, and W. Walker. G. H. Cooper acted as referee.

Three parts oxalic acid dissolved in 40 parts hot water; add 100 parts powdered pumice stone, 2 parts oil of turpentine, 12 parts soft soap and 12 parts fat oil.

Or; Four oz. rottenstone, 1 oz. oxalic acid in fine powder,  $1\frac{1}{2}$  oz. sweet oil, enough turpentine to make a paste.



Some Pipe Problems Solved.

THE following hints were given in a recent issue of the Engineer:

Figure 1 represents a difficult job of pipe-fitting recently done on some boilers installed in New York. The boilers were divided into two sections or batteries, one section being placed in a vault or fire-room directly under the sidewalk, and contained two boilers, one placed on the right of the building. The boiler on the left had just been installed and the steam cut off from that side of the building, the main being kept hot from the boiler on the right, which made it necessary to make connections after 12 o'clock Saturday night.

The mains were 4 inches in diameter and carried cast-iron fittings, the openings between the two tees being only 16 inches apart, as shown. In this instance we had to put in a 4-inch valve, the 4-inch flanges and the necessary nipples. All kinds of short nipples were tried and discarded. The piece containing

not be sprung 1-16 of an inch. The valve measured 7 inches, the flanges 2 inches, and the three nipples 1-2 inches. Finally we made up the two halves on the valve, and by means of a crowbar and several blocks of wood we managed to force them into place.

Figure 2 represents a supporting column for carrying a steam main between two hot-houses. The distance between the two houses was 15 feet. The column or stand is composed of pipe and fittings and an ordinary pipe-hanger. The main is 5-inch pipe.

In order to render the column secure, a hole 2 feet deep was dug and a foundation built by first imbedding broken stone in cement, and laying on this brick in cement. After placing the flange, the whole was covered with cement, which was heaped up cone shaped around the 2-inch pipe as shown.

An improvised pipe-hanger is shown in Figure 3. This is made by heating and bending a piece of 3-4-inch wrought iron or steel about 3 feet long to fit

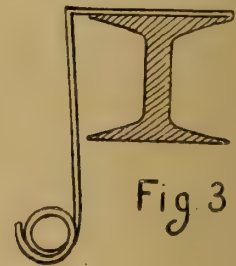


Fig. 3

over the I-beam and bending the lower end to receive the pipe. This is a simple and very good hanger for temporary use.

#### Building Notes.

A new Catholic church is to be erected at Regina next Spring.

It is rumored that a new collegiate institute building will be erected in Galt during the coming season.

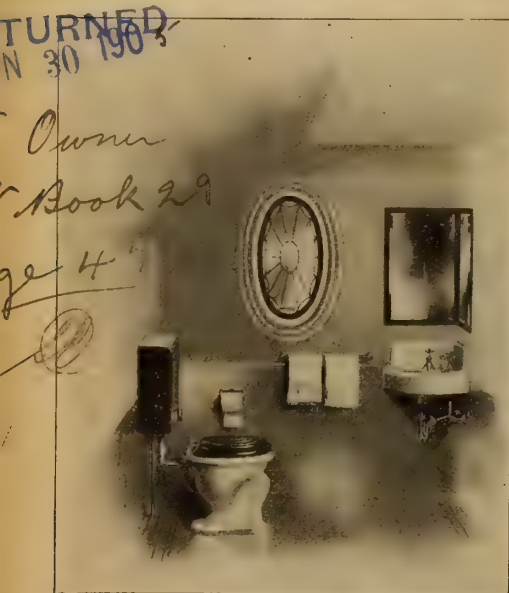
A four-story brick building, costing \$15,000, is to be erected by the John Gibson & Son, of Fredericton.

Tenders have been invited for the construction of a new bridge across the Madawaska river near Stewartville, Ont.

Plans are being prepared by the Rodney Casket Company, of Rodney, Ont., for the erection of a large factory in that town.

Tenders are being called for by the Western Manufacturing Company, of Indian Head, Assa., for the construction of their new factory at Regina.

During the season of 1905 the Canadian Westinghouse Company, of Hamilton, will erect, for the use of its employes, in the neighborhood of 1,000 dwellings.



Complete lavatory—furnished by the Ontario Lead & Wire Company, Toronto.

At the conclusion of the game, sandwiches, cake and coffee were passed around. After a short chat over the refreshments the party broke up for the evening.

#### Cement for Closing Leaks.

The following formula is good for this purpose, but must be used as soon as mixed and rammed tightly into the joint or leak:

Five lbs. coarsely powdered iron borings, 2 oz. powdered sal ammoniac, 1 oz. sulphur, and enough water to moisten. This cement hardens rapidly. However, the sulphur may be left out and it will set even more firmly, but require a longer time.—Popular Mechanics.

#### To Polish Brass.

A couple of good recipes for polishing brass are given herewith, that will be useful to readers of the plumbing department.

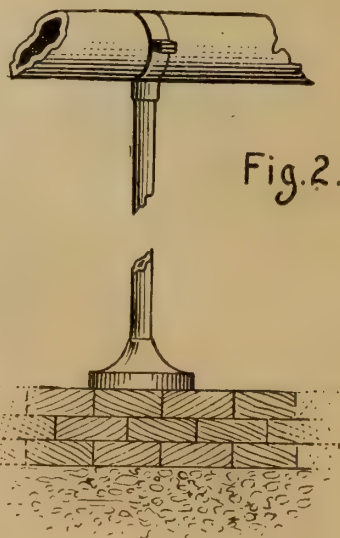


Fig. 2.

the valve was made up on the floor several times, but without success, because both pipes were immovable and could



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Milk cooks quicker in an aluminum pan, and if scorched imparts no burnt taste to the remainder of the milk under ordinary conditions. This is true of all kitchen utensils made of aluminum. They never chip, crack, nor break, and there is no danger from poison or rust. There is nothing so easily kept clean. Cheapest in the end.

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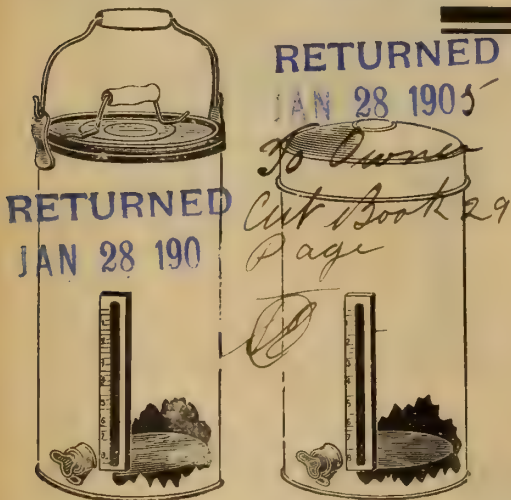
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# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN.

Montreal.

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*Hardware and Metal, Toronto—We look forward to each issue of your journal to see the latest item of interest to the plumbing trades, as we think it the best medium in Canada on plumbing and heating information—Purdy, Mansell & Co., Toronto.*

## THE WESTERN HARDWARE CONVENTION.

AS announced in another column, the first annual convention of the Western and Manitoba Retail Hardware and Stove Dealers' Associations will be held in Winnipeg in the Scott Memorial Hall on Princess street, on the afternoon of Thursday, February 9, and on the afternoon and evening of Friday, February 10.

The interest already manifested in these conventions by members of the hardware trade and the assurances of sympathy and support received by the executive, point to an enthusiastic and well-attended convention. The gathering is held at an opportune time, as this is

the quiet season in the retail trade, and there is always a large influx of business men to Winnipeg during the Bonspiel. A successful convention seems to be assured.

It was the privilege of a Hardware and Metal representative to be present at a recent meeting of the Winnipeg Retail Hardware Association, and it was pleasant to see the friendly way in which men, who in spite of their association are nevertheless keen business rivals, met to discuss their mutual interests. At all such meetings there is necessarily a great deal of give and take—mutual concessions are the basis upon which such an association must exist. But Winnipeg hardware men are accustomed now to work together, and their mutual interests are discussed with the utmost frankness with results which cannot fail to be beneficial.

There are many towns and villages where there are only two or three stores

As readers of *HARDWARE AND METAL* already know, the Machinery Department, which we have been running for some years, has developed into a distinct and separate newspaper. The Machinery Department in *HARDWARE AND METAL* has therefore been discontinued, but subscribers to *HARDWARE AND METAL* will receive as well a copy of *MACHINERY*, the new paper, until the end of 1905, or until their subscription expires.

in the same line of business, and it should be a much easier matter for these stores, few in number, to form a working agreement among themselves. The example of the Winnipeg hardware men is worthy of imitation and it was a desire to extend the scope of the movement which led to the organization of the Western and Manitoba Associations.

## ELECTRICAL GOODS IN THE HARDWARE STORE.

THERE is many an enterprising hardware dealer living in a town where electricity is used, who has given little or no thought to an opening for expansion that could be made with small effort and no great outlay. The progressive merchant should be ever on the lookout for new business, and to extend his trade by all legitimate means. It is no doubt true that as a class there

are no more wideawake merchants than the hardware dealers, and in the face of this it is strange that so few have taken up the matter of putting in a stock of electrical goods and supplies.

To many the idea of exploiting this seemingly unknown field does not appeal with any particular force on account of the fact that the word electrical conveys an idea of theories, formulae and technical matters generally. How erroneous this is as applied to the electrical supply business will soon be found by anyone who takes the trouble to look into the question a little. Without a knowledge of even first principles such a business in connection with the hardware store could be carried on successfully and profitably. There is no doubt that a superficial knowledge and a general idea of wiring, batteries, etc., would help very much in selling the goods and this could be quickly gained from reading some of the electrical books as supplied by the Technical Book Department of this paper. The sooner the hardware merchant in a town where electrical goods are in demand gets rid of the idea that it requires a tremendous effort and special knowledge to handle this line and makes a move to get a stock, however small, the more will he be furthering his business interest.

The hardware store has often been criticized as being uninviting, and sometimes with good cause. A line of electroliers and brackets with shades, make an attractive display and would add to the appearance of any store, however tastily arranged before. A start might be made with these, supplemented by a stock of lamps, care being taken to ascertain the style of socket and the voltage in use. Bells and batteries and electric novelties would be ready sellers, and to these could be added from time to time as the merchant sees fit.

In looking over prospects for the coming year, this proposition should be taken into account and acted upon, modestly, it may be at first, but expanding rapidly as it is sure to do. When the hardware merchant finds what a profitable business can be done in these goods, he will wonder more and more why he had not undertaken to handle them sooner.



## IMPROVEMENTS IN HARDWARE AND METAL.

**L**AST week reference was made in these columns to the establishment of Canadian Machinery as an outcome of the machinery department which has been conducted in this paper for some years.

During the time we were busiest in the work of getting out the first issue of the new paper, attention was directed to some improvements needed in other features of the paper. After a close study of these needs we are now in a position to announce some extensions which we believe will be of interest to our readers.

### OUR MONTHLY PLUMBING NUMBER.

It is now about five months since we announced that one issue of Hardware and Metal each month should be a special plumbing number, and should be distributed to every plumber and steam-fitter in Canada.

In the time since that announcement we have succeeded in making our plumbing department one of the most valuable features of the book. We feel, however, that the editorial treatment of the department can be much improved, and have decided to devote more attention and to spend more money on plumbing and heating matters than we have heretofore done.

### AN OFFER TO PLUMBERS.

We want practical articles on plumbing and heating topics. We are willing to pay generously for suitable articles drawings or photographs.

If you have an opinion worth expressing, write to us.

If you have finished a job worthy of attention get a photograph of the job made. We will pay for such articles according to their worth.

If you see a good article on plumbing in any paper you read, send it in, and if we make use of it we will extend your subscription to Hardware and Metal.

You can help to make this department interesting if you will.

### ANOTHER SPECIAL MONTHLY NUMBER.

The success of the monthly plumbing number has determined us on another step. In all Canada there are only a few hundred hardware merchants who are not regular subscribers to Hardware and Metal. We want to interest

these retailers in the paper, so once a month we will send them a copy of the paper that they may see what they are missing each week.

If any of our readers know of dealers in hardware or metals who do not read the paper we will add their names to this list on request.

This number, as it is to be sent to every retail hardware man in Canada, will contain several special features of interest to the progressive retailer and his clerks.

Some attention will be given in this number to the office and finance work in connection with business. Articles dealing with advertising, window-dressing, etc., will also appear regularly. An effort will be made to have a description of some progressive merchant's store and business methods. Another feature will be an inspirational article for the particular benefit of clerks and young

The first annual convention of the Western and Manitoba Retail Hardware and Stove Dealers' Associations will be held in Winnipeg in the Scott Memorial Hall, Princess street, on the afternoon of Thursday, February 9th, and on the afternoon and evening of the 10th. Afternoon meetings called at 2.30 p.m. sharp, and the evening meeting at 8 p.m.

business men who are desirous of making themselves more useful and more effective in their chosen life work.

From month to month we hope to effect improvements in this number, which will be known as our "Magazine Hardware Store Number."

### A WORD OF APPRECIATION.

We have several times expressed the opinion that few papers could boast a stronger spirit of loyalty among its subscribers than could Hardware and Metal.

Our subscribers are our friends—this we have learned in a hundred ways.

In proof of our recognition of this friendliness we made to our readers an exceptionally good offer regarding "Canadian Machinery," our new paper. The response was a remarkable proof of our readers' confidence in our promises. We promised that the new paper would be a good one. So many replies came in from our readers that "Canadian

Machinery" started its life with several hundred subscribers—something almost unique in trade paper publication.

We will not forget this, and when we have another good thing to offer our readers will get the best of it. In the meantime we will strive to make Hardware and Metal more useful each week.

If, by the way, any of our readers would like to send in one of these cards now, we will extend the time to permit them to do so.

## CARRIAGE AND SADDLERY HARDWARE.

**V**ERY few retail hardware men throughout Ontario, to-day carry a stock of carriage and saddlery hardware and blacksmiths' supplies. There is a good, clean profit in these lines which, for various reasons, are often turned down by many merchants. Apart from the fact that these are staple and active lines, the source of profit is in excess of many other lines, and quite in keeping with the general stock carried.

There are other advantages the retail hardware man would derive from trading in these lines. Many blacksmiths and repair men, also the harnessmaker, would prefer trading with the local merchant rather than buy direct from the jobber, as this necessitates his carrying an assorted stock, and very often it is the case he is to be found crowded for want of space or capital. Whereas, if he could get his requirements at his nearest hardware store, he would buy as required, and pay cash, rather than expend a large sum in carrying a large stock. He is often to be found turning his customer with his job for immediate attention away, not having the required article with which to make repairs on hand, and knowing he cannot procure it on the moment.

The stock need not be a large one, nor the investment large; this is a mistake often made in new lines. There is no class of goods that turns itself often during the year, as there is a large sale for these lines outside the trade, the farmer of to-day is doing his own repair work, having tools on his premises.

Dealers in the smaller cities and towns, also those in the country stores would, with the opening of a new year, do well to enter into this matter with



a view to carrying a stock of carriage and saddlery hardware and blacksmiths' supplies, etc., ready for the opening of one of the best seasons of the year in these lines,—the Spring and Summer seasons. To get a share of this business which is waiting for you requires only a fair stock of the right kind of goods.

#### ONTARIO ELECTIONS.

ONTARIO business men will heave a sigh of relief to know that the political ascendancy in the Province of Ontario has been settled for the next four years, and that by a majority so

day should be a salutary lesson to all parties.

Mr. Whitney comes into office under the most auspicious circumstances. He is relieved of the incubus which weighted down his vanquished opponent, an inadequate majority. With his splendid following, Mr. Whitney is in a position to think only of the good of the province in choosing his cabinet. It is true he owes something to the old guard, but his first duty is to Ontario, which has placed in him such confidence as has never before been placed in any political leader. If Mr. Whitney proceeds with a

of first-class order. The new house will be watched with a great deal of interest. The old lines of battle which, blame whom we may, were the reverse of edifying, should be, and without doubt will be abandoned. Let us have the issue joined on new lines that will bring out the best talents on each side and raise our provincial politics from the dead level of partisanship in which they have been cast of late.

The number of business men in the new house can not escape notice. Mr. Whitney has at his back W. H. Hoyle, Thos. Crawford, J. S. Hendrie, who would make good cabinet material besides others who will be useful men on the committees where, after all, the real work of the house is done. It is a pleasure to notice also that on the Liberal side the business men have best stood the shock and Mr. Whitney will have the boon of an active and intelligent, if small, opposition. It is regrettable, however, that Mr. Hugh Blain should have been defeated in North Toronto. Mr. Blain is a type of man much needed in our representative bodies, and one whose election would have done much to elevate the standard of public life. His defeat in such a fine constituency as North Toronto was merely the consequence of being caught by the tide which was flowing against the government the province over.

\* \* \*

The rumor that Mr. Ross will not lead the opposition but will retire to the Senate at Ottawa seems well authenticated. If this proves true, it is almost certain that the Hon. Geo. P. Graham, who has proved himself an effective leader in Eastern Ontario, will be entrusted with the leadership of the Liberal opposition.

#### CAVERHILL, LEARMONT & CO.'S ATHLETES.

It speaks well for the athletic genius of a firm when their teams are equally victorious in Winter and Summer sports. To Caverhill, Learmont & Co. belongs the credit of having a baseball team and a hockey team each of which won the championship in the hardware league in Montreal during the past seasons.

The officers and players of the baseball team are: J. W. Dowling, president; Geo. McGowan, vice-president; John Davidson, secretary; W. McCutcheon, manager; John Cullen, captain and 1st base; W. Palmer, 2nd base; B. Hodgson, 3rd base; L. Arbour, short stop; J. L. R. Gibson, catcher; R. F. Cockburn, pitcher; W. B. Lawson, B. Spooner, J. Papps, F. Rowat, fielders.

The officers and players of the hockey team are Jas. Reid, president; Geo. H. Cornell, vice-president; Geo. A. Jordan, secretary-treasurer; B. Hodgson, goal; H. S. Pillow, point; J. Davidson, captain; E. Breigel, A. Reid, H. M. Massey, G. Walker, forwards; A. S. Bain, H. Odell, spare.



Caverhill, Learmont & Co's Baseball Team—Champions 1904 of the Montreal Hardware League.

significant as not to admit of question.

The downfall of the Liberal party after a regime of 32 years, a regime which has boasted of many brilliant names, and under which have been effected great services for the province of Ontario, can not but be occasion of sympathetic regret. George W. Ross is unquestionably a man of brilliant parts. It was his misfortune to become involved in an impossible position. His attempt to retain office in the face of the opposition of the country inevitably resulted in the corruption which the last few years has been the shame of the better elements of both parties. The landslide on Wednes-

day should be a salutary lesson to all parties. Mr. Whitney comes into office under the most auspicious circumstances. He is relieved of the incubus which weighted down his vanquished opponent, an inadequate majority. With his splendid following, Mr. Whitney is in a position to think only of the good of the province in choosing his cabinet. It is true he owes something to the old guard, but his first duty is to Ontario, which has placed in him such confidence as has never before been placed in any political leader. If Mr. Whitney proceeds with a

\* \* \*

In a casual review of the legislature-elect, one is struck with the number of new faces, and among them many who should reflect credit upon their constituencies and upon the house. With the disappearance of so many old war-horses, if that term has not become nauseous, there should be more chance for the colts. The next legislature undoubtedly will be a young men's parliament. The last parliament was not remarkable for a plethora of new material



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 54.)

## QUEBEC MARKETS.

Office of HARDWARE AND METAL,

10 Front street east.

Toronto, Jan. 27, 1905.

### Hardware.

**S**PRING trade is now receiving the bulk of attention at the hands of the men on the road. The latter have been particularly successful in getting large orders, which goes to indicate the faith of the retailer for the coming season. There is a fair amount of present business passing and country trade, with fairly good roads and clear weather, has been all that could be expected. The principal lines being booked for Spring delivery are: Lawn mowers, hose, freezers, harvest tools, axes, spades and shovels, green wire cloth, and poultry netting.

Prices have been universally maintained, so that all former lists and quotations still hold. Inquiries are numerous, but collections are hardly up to the mark.

**Axes**—Axe manufacturers are well stocked for the coming season and large orders for these are being booked daily for Spring delivery. Quotations are: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—The trade in these has been good for some time past and continues without abatement. We quote as follows: Axe handles, No. 3, \$1.25; No. 2, \$1.50 No. 1, \$1.90 a dozen; adze handles, 34 inch, \$1.85 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Carpet Sweepers**—These are finding very little sale at the present time. Quotations are \$21 to \$31 a dozen.

**Food Choppers**—The demand is not at all brisk. We quote as follows: Smallest size, \$1.05 each net; medium family size, \$1.20 each net; large family size, \$1.35 each net.

**Sewing Machines**—Some falling off has been noticed, but on the whole orders are fairly good. We quote as follows: hand sewing machines \$11.00 each net; complete machines with stand, \$18.00 and up, according to quality.

**Lanterns**—Judging from the number of lanterns already sold, this promises to be one of the biggest years in lantern sales known. There has been no change in price. Quotations are: Cold Blast, \$6; No. 0 Safety, \$4 a dozen.

**Shovels**—Sales of snow shovels have almost ceased, but a very active demand for steel shovels is being experienced. Quotations are as follows: Habitant, wood, \$2.75 a dozen; Canadian, wood,

40 per cent. discount; Victor, wood, 35 per cent. discount; Steel, straight handle, from \$2.40 a dozen up; Steel, D handle, \$7 a dozen up; Childs, steel, 85 cents a dozen and up. The new list of Olds shovels is as follows: No. 2, \$10.50 per dozen; No. 4, \$11.50 per dozen; No. 6, \$12.50 per dozen. The discount is 25 per cent.

**Barb Wire**—In barb wire a noticeable improvement has been felt, and although no large volume of trade for future delivery has been done, there is considerable movement. Quotations are as follows: \$2.75 per 100 lbs. f.o.b. Montreal, and \$2.50 f.o.b. Cleveland. Carlots of 15 tons, \$2.40 f.o.b. Cleveland.

**Fence Staples**—Trade in these is improving. We quote: \$2.65 per 100 lb. keg for bright, and \$2.85 for galvanized: 25 to 50 lb. packages 25c. extra.

**Rivets and Burrs**—No further change has been noted in rivets and burrs within the past week. The demand is good. The following discounts are now being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off, copper rivets with the usual proportion of burrs, 60 and 10 per cent. off, and coppered iron rivets and burrs, in 5-lb carton boxes are quoted at 60 and 10 per cent. off list.

**Screws**—There is a brisk trade being done in screws. Discounts are: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—The market continues firm and trade has improved somewhat within the past week.

**Wire Nails**—Some orders are being received for the opening of navigation, but as far as present delivery is concerned, there is little trade being done. We quote: \$2.20 a keg, f.o.b. Montreal.

**Cut Nails**—Business in these is quiet, giving manufacturers a chance to catch up for future orders. Prices are: \$2.20 a keg, f.o.b. Montreal.

**Horseshoes**—Horseshoes are one of the most active lines on the market at present and a splendid business has been reported in these. Quotations are: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes,

1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—In common with the activity in horseshoes, horsenails have experienced a marked increase.

**Sporting Goods**—Few orders are coming in for sporting goods at the present time and very little more business in these lines is to be expected this season. We quote: Centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2. per thousand; C. B. caps, \$2.60 per thousand. Standard shot, \$6.50 per hundred lbs; chilled, \$7 per 100 lbs; buck and seal, \$7.50 per 100 lbs; ball, \$8 per 100 lbs. We quote discounts 15 per cent. f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—On all sides are evidences of a very marked increase in this line. Manufacturers are busy in anticipation of big orders and it is fully expected that a large trade is in store for the near future.

**Cordage**—The establishment of a new cordage company in Montreal is one of the features in cordage lately. The market is firm, but conditions are none too settled for the coming season's business.

**Cement and Firebrick**—Little or no change has been experienced in the quietness that has characterized this market recently, but orders are being booked to some extent for future delivery, and with the large volume of construction in anticipation for the coming season, there should be a very large trade done. We quote: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel ex store, and American, \$2.15 to \$2.35 ex cars.

**Coil Chain**—The market remains as before. Quotations are: 5-16 inch, \$3.90; 3-8 in., \$3.75; 7-16 in., \$3.55; 1-2 in., \$3.25; 9-16 in., \$3.30; 5-8 in., \$3.20; 3-4 in., \$3.05; 7-8 in., \$3; one inch, \$2.95.

### METALS.

Metals have seen little change within the week, as far as activity is concerned, but the strength that has characterized the market for some time has increased and several advances are noted. Pig iron furnaces are running full blast and are turning out a big output, much of which is going to Western Ontario, where there is a heavy demand. It was noted last week that black sheets and galvanized sheets had advanced, but this has not been held to. Sheet zinc has advanced one quarter of a cent, and ingot tin is one-half cent



higher. Ingot copper and ingot zinc are also higher, each having increased one-quarter of a cent.

**Pig Iron**—Furnaces are turning out a large quantity of stock, which is being consumed in the west.

"Disc," No. 1.....\$16.50 delivered Montreal.  
"Dom," No. 1..... 17.50  
Usual difference in price for lower grades.

**Ferrona** No. 1.....\$18.00 delivered Montreal.  
" No. 2..... 17.50 " "  
" No. 3..... 16.50 " "  
" No. 4..... 16.00 " "  
**Londonderry** \$18.50 to \$19.00 delivered Montreal.  
**Glengarnock**..... 20.00 " "  
**Gartsherrie**..... 19.25 " "  
**Carnbroe**..... 18.50 " "  
**Carron No. 1**..... 19.50 delivered Montreal.  
(special)..... 18.50 " "  
**Ayresome No. 1**..... 18.00 " "  
" No. 3..... 17.50 " "  
**Summerlee**..... 19.50 " "  
**Clarence No. 1**..... 18.00 " "  
" No. 3..... 17.50 " "  
**No. 1 Cleveland**..... 18.00 " "

**Bar Iron**—The market continues firm and the demand steady. Quotations are as follows: Merchants' bar, \$1.77 1-2; horseshoe iron, \$2.02 1-2; forged iron, \$1.97 1-2, net cash thirty days.

**Tool Steel**—There is every prospect of an enormous demand in this shortly and the present sales are not small. The market continues firm. Our quotations are as follows: Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Little change has been experienced since last week. Our quotations are as follows: Sleighshoe, \$1.82 1-2; tire, \$1.92 1-2; spring, \$2.75; toecalk, \$2.42 1-2; machinery (iron finish), \$2.02 1-2; square harrow, \$1.92 1-2; reeled machinery steel, \$2.75; mild, \$1.82 1-2; rivet, \$1.82 1-2; net cash thirty days.

**Cold Rolled Shafting**—While hardly as active there is at the same time an increasing demand for this. Prices remain as before. Our quotations are as follows: Cold rolled shafting, 3-4 inch, to 1 7-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—The advance quotations noted a week ago still hold. Our quotations are as follows: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—While the market is firm and an early advance is expected, the reported change has not been maintained. We quote as follows: 28 gauge, \$2.15; 26 gauge, \$2.10; 22 to 24 gauge, \$2.05; 19 to 20 gauge, \$2.20; 8 to 10 gauge, \$2.30.

**Galvanized Iron**—This market is active, but no advance has taken place, although it is strengthening. Our quotations are as follows: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20

gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—No startling changes have taken place in this market. It still continues firm and steady. Recent advance quotations are: 9 1-2 to 9 3-4c.

**Sheet Zinc**—Although weak not long since, there is a firmness and an advance this week is noted. Quotations are: Case lots, \$7; small quantities, \$7.25 upwards.

**Tin Plates**—While ingot tin has advanced, there is no reported change in tin plates, but the market is very firm. We quote: Cokes, \$3.75; charcoal, \$4.

**Ingot Tin**—Ingot tin has advanced another half cent and there is a further upward tendency. The price is 32 1-2 to 33c.

**Ingot Copper**—A further advance has taken place in ingot copper within the week, making the price of copper unusually high. We quote 16 1-4 to 16 1-2c.

**Ingot Zinc**—Ingot zinc has also advanced one-quarter of a cent. The market continues firm and steady. We quote 6 3-4 to 7c.

**Pig Lead**—There is every expectation of an early advance in pig lead. The demand is good. We quote: \$3.50 to \$3.60, no concessions being obtainable.

**Boiler Tubes**—This market continues steady, as has been the case for several months. Our quotations are as follows: Highest grade soft steel, British and American tubes, one and a half inch, 7 1-2c; 2 in., 8 1-2c; 2 1-2 in., 10c; 3 in., 12 1-4c; 3 1-2 in., 16c; 4 in., 20c; 5 in., 45c. Price per foot net.

**Scrap Metal and Old Material**—More movement has been experienced than before, but even yet the market is not as active, nor the prices as strong, as is early looked for. Quotations are: Heavy copper and wire, 11 3-4 to 12 1-4c; light copper, 10 3-4 to 11 1-4c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 7 3-4 to 8 3-4c; light brass, 5 1-2 to 6c; lead, 2 1-4c; zinc, 2 3-4c to 3c; iron, No. 1 wrought, \$12; machinery scrap, \$12 to \$13; stoveplate, \$10; mixed country rags, 65 to 75c per hundred pounds; old rubbers, 5 1-2 to 6c.

## ONTARIO MARKETS.

Office of HARDWARE AND METAL.

10 Front street east,

Toronto, Jan. 27, 1905.

### Hardware.

CONDITIONS are much the same this week as last. There is nothing new in quotations to be reported, prices remaining unchanged. In the hardware trade January and the first part of February are the quiet times of the year; and now, of course, the usual conditions hold, although by no means to the usual extent. For this time of the year business is good, and prospects for the Spring season are unusually bright. This is particularly the case in

heavy hardware. In industrial expansion the present year in Canada will probably be a record year. This will mean an increased demand for all lines of heavy hardware and also hardware specialties.

The Pedlar People, Oshawa, have issued their 1905 price list of plain and corrugated expanding conductor pipe and eavetroughing, and this list may be had by the trade upon application.

**Lawn Mowers**—The demand is normal for this time of the year.

**Guns and Ammunition**—There is nothing much doing. Trade is normal.

**Washing Machines**—There is the usual demand.

**Chain**—The normal trade is being done. Probably February will see an impetus given to trade. Our quotations are as follows: 1-4 in., \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—The recent advances hold firm: trade is of course quiet but perhaps above normal. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices have been confirmed but are subject to change without notice. Trade is normal.

**Barb Wire**—There is more business being done now than in December. Prices remain unchanged.

**Wire Nails**—There is no change in the situation, and prices are nominally about \$2.25 f.o.b. Toronto.

**Cut Nails**—The recent advances made by Toronto jobbers remain firm. Hamilton firms are not included in the advance. Quotations are: \$2.40 per keg, f.o.b. Toronto.

**Horseshoes**—A very good demand for horseshoes is reported for this time of the year. We quote as follows: "P.B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—Business is very good in this line and prospects are also very bright. Prices remain unaltered.

**Rivets and Burrs**—A very good trade is being done and there is every indication of a good demand throughout the year.

**Bolts and Nuts**—A very good volume of trade is being done, with bright prospects for trade during the year.

**Woodenware**—Market conditions remain unchanged, and the normal business continues.

**Cordage**—Orders are being booked well. Prices remain unchanged. We quote: Binder twine, Blue Ribbon,



12 1-2c; Red Cap, 11 1-2c; Tiger, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; double lath yarn, 10 1-2c; single lath yarn, 10c; sash cord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

### METALS.

The local metal market has exhibited very little change during the week. There is no change in quotations. There is a good strong market, and buyers are placing orders very freely. Prospects are very bright indeed for the metal market during the year.

The London metal market was somewhat easier last week and the earlier part of this week, but local men think it only a temporary condition. Pig iron in the States has not been selling as well during the last couple of weeks as formerly.

**Pig Iron**—Buying is free, and orders for delivery during the latter part of the year are being booked. Local quotations are unchanged. They are as follows:

Middlesboro, f.o.b., Toronto	\$21 00
Hamilton, No. 1, at furnace	18 00
No. 2, " "	17 50
Midland, No. 1, " "	18 00
No. 2, " "	17 50
Radnor, at furnace	27 50
Tonlonderry, at furnace	16 50 to 17 00

**Bar Iron**—There is a very good demand, and prices remain unchanged. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—The market is steady, and buying continues somewhat brisker than two weeks ago. Quotations are from 32 to 34c per lb.

**Galvanized Sheets**—There is a firm market, but the demand is rather quiet.

**Tin Plates**—The recent advances hold firm, and there is a very good demand.

**Canada Plates**—There are more all-bright plates now on the market. The market is quiet, and prices remain unaltered.

**Brass**—The market is active and recent advances hold firm. Discounts are 10 per cent.

**Lead**—The market is firm, and there is a very good demand. Quotations are: Pig lead, \$3.80 per 100 lbs; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—There is a very good demand, and the market is firm. Quotations are as follows: 7c per lb. for foreign and 5 1-2 to 5 3-4c per lb. for domestic.

**Copper**—The demand is very good, and the market steady. Quotations are as follows: Ingot copper, 16 1-4c per lb.; and sheet copper, 21c per lb.

**Antimony**—The market is quiet, with unchanged prices.

**Cement**—With the exception of a few orders being received for inside repair work, trade is quiet. Prices continue

unchanged. Quotations are as follows: For carload orders f.o.b. Toronto, Canadian Portland, \$1.80; American Portland, \$1.80. For small orders ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—A small amount of repair work is being done and trade is quiet. Prices are firm owing to a scarcity of all lines, but no advance is anticipated as the small demand will not warrant it. Our quotations are: English and Scotch firebrick 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—Very few orders have been received from the retail hardware trade, however, some substantial orders have been received from the wholesale houses. Roofing pitch has declined 10c per 100 lbs, caused by the arrival of a cheaper brand of pitch from Glasgow, Scotland.

**Old Material**—The demand has lessened during the last week and trade is quiet. American users of scrap copper and brass are short of stock and it is expected that they will import from the Canadian market. American users of scrap iron and steel are expected to come on the Canadian market shortly with the purpose of purchasing. Taking everything into consideration trade has a bright outlook. Prices are unchanged. We quote the following prices:

Heavy copper and wire, 13c per lb; light copper 12c per lb; heavy red brass, 10c per lb; heavy yellow brass, 8c per lb; light brass, 6s per lb; tea lead, \$2.35 per 100 lbs; heavy lead, \$2.50 to \$2.60 per 100 lbs; scrap zinc, 3 3-4c to 4c per lb; iron, No. 1 wrought, \$11; No. 2 wrought, \$3; machinery cast scrap, \$13; stoveplate, \$8 to \$9; malleable and steel, \$5; old rubbers, 5 1-2c per lb; country mixed rags, 65c per 100 lbs.

**Coal**—Some dealers report a better class of orders arriving this week. Prices continue unchanged. Our quotations are as follows: Anthracite in cars at Briges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.60; 3-4 inch, \$1.50; run of mine, \$1.40; nut, \$1; N. P. and S., 75c; coarse slack, 50c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 11-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, at \$1.90 to \$2.

### TRADE CONDITIONS IN NEW BRUNSWICK.

Special correspondence of HARDWARE AND METAL.

St. John, N.B., Jan. 24, 1905.

**M**ATTERS have been very quiet in local hardware circles of late. Not that business has been below the average, but nothing of unusual interest has occurred. Stock-taking has, of course, consumed a good deal of the merchants' time.

This has been an exceptionally good year for the Page Wire Fence Company in this section of Canada. The demand for its fencing and gates has been un-

usually heavy, and shows a great increase over that of last year. During the past year this company inaugurated a contest among its agents in the Maritime Provinces, the result of which has just been announced. The company offered a prize to the merchant in each of the three provinces who, during 1904, sold the greatest amount of the Page goods. In New Brunswick, Mr. E. L. Parker, of Derby, was the winner, and received a handsome clock. Mr. J. H. Cox and Mr. Andrew Mooney were the winners in Nova Scotia and Prince Edward, respectively. Mr. Mooney also won a silk hat as the champion salesman of all three sections.

It has been announced that the business conducted by W. A. Fleming & Company here is to be discontinued at an early date. The reason for this step is the prolonged illness of Mr. Walter A. Fleming. This firm has been for some years one of the leading supply houses for belting and various mill supplies. The firm also carries on business in Montreal.

Among the new buildings erected by hardware people in St. John during the past year is one for offices, etc., which is the property of Walter Wilson & Son, on Union street. This building is of brick and is two storeys in height. It is being finished throughout in fine style. The firm of Wilson & Son is engaged in the manufacture of saws and various kinds of edge tools, and has been in business here for a number of years.

The Josiah Fowler Company, Limited, manufacturers of axes, springs, edge tools, etc., is a St. John concern that is pushing its business rapidly. This company has been sending its goods West for several years, but never further than Winnipeg. Last Fall its manager, Mr. Josiah Fowler, took a trip to the Pacific coast. He found that his company's goods were making an excellent impression. Consequently the Fowler tools, etc., will hereafter be placed widely throughout the West. The company expects to do a good business.

Emerson & Fisher are now getting ready to move into their new building.

### LONDON METAL MARKETS.

From Metal Market Report, Jan. 24, 1905.

**Pig Iron**—Middlesboro No. 3 foundry sold at 47s 10 1-2d, and Scotch warrants at 53s 9d, making prices as compared with last week, 6d lower for Middlesboro and 3d lower for Scotch warrants.

**Tin**—Spot tin opened firm at £130 5s, futures at £129 15s, and after sales of 120 tons of spot and 330 tons of futures closed steady at £130 5s for spot and £129 15s for futures, making prices as compared with last week £1 lower for spot and 5s lower for futures.

**Copper**—Spot copper opened easy at £67 17s 6d, futures at £67 15s, and after sales of 100 tons of spot and 550 tons of futures, closed quiet at £67 17s 6d for spot and £67 17s 6d for futures, making prices as compared with last week 15s lower for spot and 18s 9d lower for futures.

**Lead**—The market closed at £12 13s 9d, making prices as compared with last week 3s 9d lower.

**Spelter**—The market closed at £24 17s 6d.



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FIRE BRICKS, FIRE CLAY,  
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## Deseronto Iron Co.

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DESERONTO, ONT.

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## CHARCOAL PIG IRON

BRAND "DESERONTO."

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Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Sacks, Grain Bags, etc., etc

## PITTSBURG METAL MARKETS.

From the Iron Trade Review, Jan. 26, 1905.

**Pig Iron**—The sale of 40,000 tons of Bessemer to the Cambria Steel Co., and 10,000 tons to the Lackawanna Steel Co. removes practically all the speculative Bessemer from the market. Although these sales were made on the basis of \$15.50 at the furnace, the situation is strengthened and the price of \$16 established by the Bessemer association is probably nearer the market than it was a week ago. No. 2 foundry iron is now \$16.10 to \$16.25 at the furnace and we note the sale of 1,700 tons at the latter price. The quotation of \$15.50 recently made by one furnace has been withdrawn and it is doubtful if \$16.10 can be shaded. We note the sale of 5,000 tons of forge at \$16.10 and \$16.25, Pittsburgh. Little Southern iron is now being sold in this market owing to the differential in favor of the Northern grades. We revise quotations as follows:

Bessemer, Valley .....	\$15 50 to	\$16 00
Bessemer, Pittsburgh.....	16 35 to	16 85
No. 1 Foundry.....	17 25 to	17 50
No. 2 Foundry.....	16 85 to	17 10
Gray forge, Pittsburgh.....	16 10 to	16 25
Basic, Valley.....	15 90 to	16 00
Basic, Pittsburgh.....	16 75 to	16 85

**Steel**—Billets and sheet bars for early delivery continue to command a premium of \$2 to \$3 a ton, and we note the sale of a small tonnage of sheet bars at \$26, f.o.b. mill. "Official" prices continue unchanged as follows: Bessemer and open-hearth billets, 4x4 in. and slabs, up to and including 0.25 carbon, \$21, f.o.b. mill, Pittsburgh with actual freight to points of delivery; 0.26 and including 0.60 carbon, \$1 advance; 0.61 to 1.00 carbon, \$2 advance. Billets smaller than 4x4 in., \$2 advance; sheet and tin bars, \$23; cut bars, \$23.50; forging billets, \$23. Bessemer and open-hearth steel rods are held at \$30.50 to \$31.

**Rails and Track Material**—New rail tonnage is not sensational and the total accumulates slowly. Demand for spikes is heavy and prices are firm and higher.

**Plates**—Outside of the steel car trade there is little demand for plates. This demand is, however, exceedingly heavy and all of the plate mills in this district are operating in full.

**Bars**—We note the sale of 1,000 tons of bar iron at 1.70c, Pittsburgh. The Pressed Steel Car Co. is also in the market for a like tonnage. One of the mills is asking 1.75c, Pittsburgh, and on small orders for prompt delivery this price is readily secured. One of the leading steel bar producers is asking a premium of \$2 a ton and it is predicted that at the next meeting of the steel bar association in February prices will be advanced.

**Pipes and Tubes**—Boiler tubes have been advanced two points amounting to about \$4 a ton. Demand for merchant pipe continues heavy and consumers are demanding prompt shipments.

**Wire and Wire Nails**—Demand for wire products continues very heavy but prices remain unchanged. We make the

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and other Metals.

From Stock or for Import.

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NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

## OPEN HEARTH STEEL



following quotations. Wire nails, jobbers' carload lots, \$1.75; retailers' carloads, \$1.80, and less than carloads, \$1; painted barb wire, \$1.90 to jobbers in carloads; retailers' carloads, \$1.95, and less than carloads \$2.05, with 30 cents for galvanizing. Annealed smooth fence wire is held at \$1.60, with the usual differentials to retailers for carloads and less than carloads. Quotations are all f.o.b. Pittsburg, 60 days, with 2 per cent. discount for cash in ten days. Iron cut nails are held at \$1.85 Pittsburg, and steel at \$1.75.

# MONTREAL METAL TRADES DINE.

ON Friday evening the annual meeting of the Metal and Hardware Association of the Montreal Board of Trade was held in the Canada Club banquet hall. The chairman of the evening was Geo. Caverhill, president of the association, while Wm. Stark, of the Stark Hardware Co., and H. J. Fuller, of the Fairbanks Co., acted as vice-chairmen.

Among those present were:

Robert and William Starke, of the Starke Hardware Co., Limited.

H. J. Fuller, of the Fairbanks Co.

Geo. Caverhill, T. H. Newman, and J. B. Learmont, of Caverhill, Learmont & Co.

T. L. Paton, T. Esmond Peck, and Thos. Peck, of the Peck Rolling Mills.

F. W. Lamplough, of F. W. Lamplough & Co.

A. E. Hanna and F. W. Fairman, of the Dominion Wire Mfg. Co.

George Haldimand and R. Haldimand, of W. L. Haldimand & Son.

Geo. A. Childs and C. B. Rittenhouse, of the U. S. Steel Products Export Co.

A. A. Brown, of the McClary Mfg. Co.

Wm. McMaster, Ross McMaster and R. Kinghorn, of the Montreal Rolling Mills.

James Crathern, of Crathern & Caverhill.

Geo. A. Kohl, of B. & S. H. Thompson & Co.

C. P. Selater, of the Bell Telephone Co.

F. Bacon, of Bacon Bros.

Col. R. Gardner, of R. Gardner & Son.

Geo. J. Crowdy, of James Hutton & Co.

E. R. Dorken, of Dorken Bros.

F. C. Wilson, of Williams & Wilson.

F. G. O'Grady, of the Canadian Iron Foundry Co.

F. W. Knowlton, of the United Shoe Machinery Co.

D. Lorne McGibbon, of the Canadian Rubber Co.

S. R. Galloway, of the Locomotive and Machinery Co.

H. D. Bayne, of Westinghouse & Co.

E. F. Sise, of the Wire and Cable Co.

Thos. Anderson, of Winnipeg.

D. S. Walker, of the James Walker Hardware Co., Limited.

James Davidson and Ed. Goodwill, of the Thos. Davidson Mfg. Co.

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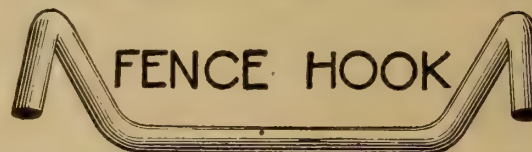
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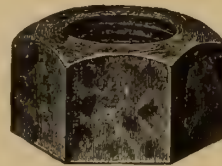
## GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



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WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
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Snap Shot



Old Nick

 This design a guarantee of quality	<table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <h3 style="margin: 0;">Manilla Paper</h3> <p style="margin: 0;">SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS</p> <p style="margin: 0;">SAMPLES AND PRICES GLADLY SENT.</p> </td> <td style="width: 50%; vertical-align: top;"> <h3 style="margin: 0;">Fibre Paper</h3> <p style="margin: 0;">THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF</p> </td> </tr> </table> <h2 style="text-align: center; margin: 10px 0;">CANADA PAPER CO.</h2> <p style="text-align: center; margin: 0;">TORONTO LIMITED MONTREAL</p>	<h3 style="margin: 0;">Manilla Paper</h3> <p style="margin: 0;">SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS</p> <p style="margin: 0;">SAMPLES AND PRICES GLADLY SENT.</p>	<h3 style="margin: 0;">Fibre Paper</h3> <p style="margin: 0;">THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF</p>
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R. J. Merker, of the Canadian Iron and Furnace Co.

J. M. Mackie, of the Laurie Engine Co.

H. C. Frost and L. E. A. Shollette, of the Canadian Rubber Co.

N. S. Reeder, of the Canada Car Co.

F. Ross Newman, of the Fairbanks Co., Winnipeg.

J. A. Fuller, of New York.

Watson Jack, of Watson Jack & Co.  
John and Chas. Robertson, of the James Robertson Co.

J. Stanley Cook, secretary of the association.

The evening was most enjoyably spent in social chat and post-prandial orations. Altogether it proved one of the most interesting meetings the association has held for some years.



## Business Changes

### ONTARIO.

G. T. Fennell, plumber, North Bay, has assigned to J. M. McNamara.

Geo. W. Graham, blacksmith, Lawrence Station, has been burnt out.

The planing mill owned by J. Millard, Newmarket, is advertised for sale.

J. H. White, plumber and tinsmith, Welland, has assigned to D. H. McLeod.

Ratz & Gingerich, hardware merchants, Tavistock, have dissolved partnership.

Weiderhold & Honderich, contractors, Milverton, have sold to the Milverton Planing Mill Co.

The stock of the estate of Welford Bros., manufacturers of ropes and brooms, London, was sold by auction Jan. 31.

### QUEBEC.

A. O. Loisselle, harness maker, Granby, is offering 25 cents on the dollar.

A Faucher has been appointed curator to O. Plante & Fils, plumbers, Quebec. Courville, Nadon & Co, carriage makers, Montreal, have dissolved partnership.

The assets of A. Desroches & Co., lumber merchants, Quebec, have been sold.

M. Purvis and A. P. Henderson have registered under the style of Purvis & Henderson, contractors, Montreal.

John Burns & Co., manufacturer of ranges, Montreal, has suffered slight damage to stock by smoke and water.

### MANITOBA AND N.W.T.

T. H. Lines, blacksmith, Carlyle, has sold to J. Corbett.

Rhom & Strohm, lumber merchants, Caron, have assigned.

D. Trump, blacksmith, Fort Saskatchewan, has sold to Jackson & Jackson.

D. W. Ferguson, hardware merchant, Hartney, has sold to Nichol & Robinson.

Thorburn & Sons, hardware merchants, Broadview, have sold to Paul Bros.

C. E. Crawford, dealer in agricultural implements, Strathclair, has sold to N. Gran.

Thompson & Hunt, dealers in agricultural implements, Indian Head, have dissolved partnership.

### BRITISH COLUMBIA.

W. Hannock, harness maker, Enderby, has been succeeded by Jas. Evans.

### NEW BRUNSWICK.

F. L. Cooper, carriage maker, Fredericton, has suffered slight damage to stock by fire. Fully insured.

## AUGERS AND AUGER BITS.

WE have just received from Frothingham & Workman, Limited, of Montreal, a catalogue of augers and auger bits manufactured by Garven Gilmore, for whom they are the sole distributing agents. This catalogue, the firm states, is larger than any they have previously issued for these goods, and shows a line that is a credit to the skill of Canadian workmen.

The catalogue is well illustrated, all the different kinds and shapes of augers being shown. The line includes auger bits, car bits, ship augers, long and short-eyed augers, nut augers, boring-machine augers, power-machine bits, boom and rafting augers, pump augers and Thompson's ship-builders' augers.

Two new lines are announced, solid centre-stem auger bits and auger bits in canvas rolls. The advantage of the solid centre-stem auger bit arises from the solid centre-stem the same size as the shank about which the spiral winds, and which gives the bit great strength. These auger bits are put up in sets of 6, 8, 9 and 13 in wooden boxes, and in sets of 13 in flexible canvas rolls. These rolls will be appreciated by carpenters as they are more convenient than boxes for carrying in a tool basket.

Readers of Hardware & Metal can obtain a copy of this catalogue on addressing Frothingham & Workman, Limited, Montreal.

## A CLOCK FOR THEIR FRIENDS.

The Frictionless Metal Co., of Richmond, Va., are sending out to their friends in the trade a handsome little desk clock. The clock is set in the model of a horse-shoe and besides its attractiveness, is a good timekeeper. The metal manufactured by this company is given a good reputation for machinery bearings and the desk clock will, no doubt, add to the firm's reputation. It is at any rate an indication that the Frictionless Metal Co., are up to date, and want their friends kept in close touch with time.

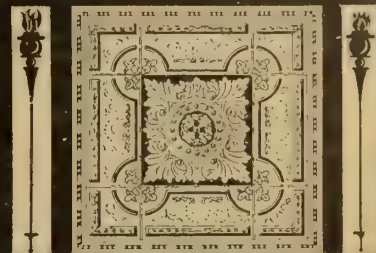
## GERMAN SHIPBUILDING.

In 1903 Germany built 507 ships of 277,055 registered tons, against 333 of 208,835 registered tons in 1898. Of these 507 vessels, 12 were for the navy; 294, of 248,562 registered tons, were for the commercial fleet; 201, of 28,493 registered tons, were for the river and canal fleet.

Of this number of ships Germany built 56, of 20,406 registered tons, for other countries, while she in turn had 33 vessels of 37,038 registered tons built in foreign docks.

## OUR METALLIC RETU CEILINGS AND WALLS

Are both artistic and serviceable. Popularly used by practical people everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

**METALLIC ROOFING CO., Limited**  
Wholesale Mfrs. TORONTO, CANADA.

## HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m. Friday, Jan. 27, 1904.)

Office of HARDWARE AND METAL.  
Room 515 McIntyre Block,  
Winnipeg, Man.

It was definitely decided on Monday to hold the first annual conventions of the Western and Manitoba Retail Hardware and Stove Dealers' Associations in the Scott Memorial Hall in this city on February 9th and 10th. Meetings will be called at 2.30 p.m. on Thursday and Friday, and at 8 p.m. on Friday. The executive are sending out notices to the western hardware trade and a large attendance is looked for.

At a meeting of the Winnipeg Retail Hardware Association held last week President Robert Wyatt and Secretary W. W. Lindsay were unanimously re-elected for 1905. Secretary Lindsay was anxious to retire as he will be absent from the city during a considerable part of the year, but his fellow-members would not hear of his resignation and insisted on re-electing him. The usual routine business was transacted and the members present showed a keen interest in the approaching western convention which it is felt will do much to advance the interests of all hardware men in the west.

It is announced that the capital stock of G. F. Stephens & Co. has been increased from \$150,000 to \$500,000. This is taken to mean a considerable extension in the business of the firm. A member of the firm explained to Hardware and Metal that the step was rendered necessary by the increase in their business and that they are contemplating



## 34



Shot, Ordinary, per 100 lb .....	6 25
Chilled .....	6 75
Powder, F.F., keg, Hamilton .....	4 75
F.F.G., Dupont's .....	5 00

Tinware, Etc.—We quote again as follows:

Linware, pressed, retinned. ....	70 and 10 p.c.
"    plain .....	75 and 2½ p.c.
"    pieced .....	30 p.c.
Japanned ware .....	37½ p.c.
Enamelled ware, white .....	45 p.c.
"    Famous .....	50 p.c.
"    Imperial .....	50 and 10 p.c.

Cordage—The cordage market is firm at the advance in sisal noted in last issue. We quote:

Rope, sisal, 7-10 and larger, basis. ....	11 25
Manila, 7-16 and larger, basis .....	15 25
Lath yarn .....	11 25

Axes—Quotations are:

Axes, chopping .....	\$ 6 75 to 12 00
"    double bits .....	12 00 to 18 00

Solder—Still quoted at 21c.

Bluestone—As noted before, the price has recently been advanced to \$5.75, an advance of 50 cents over former quotations.

Iron and Steel—Prices continue as follows:

Bainion (basis) .....	2 50
Swedish iron (basis) .....	4 75
Sleigh shoe steel .....	2 65
Spring steel .....	6 00
Machinery steel .....	3 50
Tool steel, Black Diamond, toolb. ....	9 50
Jessop .....	13 00

Black Sheets—Prices are as follows:

Black sheet, 10 to 16 gauge, 100 ft. ....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

Galvanized Iron—We quote:

Apollo, 16 gauge .....	4 00
18 and 20 gauge .....	4 00
22 and 24 gauge .....	4 25
26 gauge .....	4 50
28 gauge .....	4 50
30 gauge or 10½ oz .....	4 75
Queen's Head, 24 gauge .....	4 25
26 gauge .....	4 50
28 " .....	4 75

Plates—We quote as follows:

Tinplate, 10 charcoal, 20 x 26, box .....	10 00
"    IX .....	12 00
"    IXX .....	14 00

Ingot Tin—Quoted at 35 cents.

Canada Plates—A fairly active trade is reported at following prices:

Canada plate, 15 x 21, 15 x 24 .....	3 25
Canada plate, 20 x 28 .....	3 50
Canada plate, full polished .....	4 00

Sheet Zinc—Cask lots are quoted at \$8.25 per 100 lbs., and broken lots at \$8.75.

Pig Lead—Quoted at \$4.50 per 100 lbs.

Iron Pipe—Trade has been active during the cold weather. Prices continue as follows:

Black iron pipe, ¾ inch .....	2 45
"    ¾ " .....	2 65
"    ¾ " .....	3 00
"    ¾ " .....	3 80
"    1 " .....	5 50
"    1½ " .....	7 45
"    1½ " .....	8 95
"    2 " .....	12 30

Petroleum—"Silver Star," "Sunlight" and "Eocene" are quoted lower but no change has been made in the

other brands mentioned. We quote as follows:

Silver Star, per gal. ....	21c.
Sunlight .....	22c.
Eocene .....	24c.
Pennoline .....	26c.
Crystal Spray .....	25c.
Silver Light .....	23c.

(In barrels f.o.b. Winnipeg.)

Paints and Oils—Turpentine is quoted lower at 84c for barrels and 89c for less than barrel lots. However, this quotation is not general, some houses still announcing the old figure, viz. 87c and 92c. White lead is becoming firmer owing to the improved tone of the eastern market. Trade is now rather quiet. We quote:

White lead (pure) .....	\$5 00 to \$5 50
Bladder putty, in bbls. ....	0 02½
"    in kegs .....	0 02½
Turpentine, pure, in barrels .....	\$ 0 87
Less than barrel lots .....	0 92
Linseed oil, raw .....	0 55
Boiled .....	0 58

Window Glass—We again quote as follows:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches .....	\$2 25
26 to 40 " .....	2 50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4 00
26 to 40 " .....	4 25
41 to 50 " .....	4 75
51 to 60 " .....	5 25
61 to 70 " .....	5 75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches .....	6 30
41 to 50 " .....	7 35
51 to 60 " .....	8 40
61 to 70 " .....	9 45
71 to 80 " .....	10 50
81 to 85 " .....	11 55
86 to 90 " .....	12 60
91 to 95 " .....	14 70
96 to 100 " .....	17 35

### THE TRAILS OF A HARDWARE DRUMMER.

Waiting, waiting, only waiting,  
Till the other traveler goes,  
Till he gets that carload order  
For his hay forks, axes, hoes.

Waiting, waiting, now he's going,  
Yes, he surely must be through.  
No, he's going to tell a story,  
Which is anything but new.

And the buyer smiles so sweetly,  
With a kind and gentle tact,  
Though he's heard that story often,  
Twice that very day, in fact!

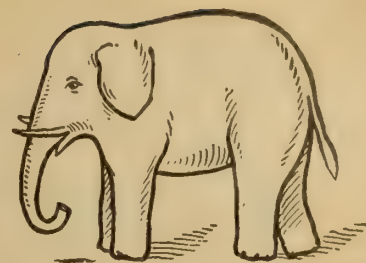
Waiting, waiting, only waiting—  
Now at last the fellow's frown,  
And we seat ourselves serenely  
In the chair the salesmen own.

And we quote our bottom prices  
In a most convincing tone,  
When an instant most momentous—  
Buyer's called to telephone.

With return of busy buyer,  
Also comes another mail,  
Which, of course, he must look over  
And we wait as well as wail.

And the buyer long peruses  
Over things we think might wait,  
While we sit and twist and think of  
Words and things we dare not state.

Thus the traveler ever waiteth,  
Winter, Springtime, Summer, Fall,  
And doth cultivate a patience  
That makes Job's seem very small.



## ON TOP FOR 40 YEARS

and looks good for  
another term.

One Dealer wanted  
for each town in the  
West. A good live pro-  
position for a live man.

If there is no agency  
in your town, write  
for our Color Cards,  
etc., or if already hand-  
ling Elephant Paints,  
revise your special Col-  
or Card for 1905, and  
mail it to us. We are  
now ready for it.

OUR

Stock is complete.

Quality the best.

Prices are right.

**MERRICK,  
ANDERSON  
& CO.,**

WINNIPEG, - - MAN.



**A PROSPEROUS BUSINESS.**

ANNUAL MEETING OF THE E. W. GILLETT COMPANY, LIMITED.

**T**HE fourth annual general meeting of E. W. Gillett Company, Limited, was held in the company's offices, corner King and Duncan streets, Toronto, on Thursday, January 19, at 11 a.m. A large number of stockholders from various parts of the Dominion were present, and all were thoroughly pleased with the very satisfactory financial statement presented by the management. Charles W. Gillett, president of the company, acted as chairman, and the utmost harmony prevailed.

The minutes of last meeting were read by the secretary and adopted. The statement presented for the consideration of the stockholders, showing the result of the company's business for eight months ending Dec. 31, or the period since the fire, was an exceptionally good one. As our readers are aware this company's entire factory, including machinery, stock, etc., was totally consumed in the appalling conflagration which destroyed a large area of the wholesale and manufacturing district of Toronto on the night of April 19, 1904. Temporary offices and factory space were secured immediately after the fire, and on account of the foresight exercised by the management of the business in having a duplicate set of machinery stored in an entirely separate building to provide for just such a contingency as that which occurred, the company was able to resume manufacturing operations with practically no interruption, and, besides, within a couple of days after the fire the completion of the purchase of their fine factory property, corner King and Duncan streets, was consummated. Notwithstanding the interruption that the fire caused, 1904 proved to be the banner year for this company, as far as sales are concerned. This is true, not only in the business done since the company was incorporated, but for the entire period of 19 years that the goods have been manufactured in Canada. The fact of the fire not preventing the company from paying dividends at regular periods is almost unprecedented, and a feature that caused a good deal of favorable comment. The attention of stockholders was directed to the fine record which the management has been able to show year after year in the fact of doing such a large business without loss in the way of bad debts, and in this respect a clean sheet was shown for 1904.

The prospects of the company are of the brightest, and owing to the thoroughly efficient manner in which the business is conducted, stockholders are

assured of most satisfactory returns, and, indeed, at this meeting were told that the rate of dividend from the first of the year would be increased.

A motion was unanimously adopted expressing deep regret on account of the death of the late president of the company, E. W. Gillett, which occurred last March.

A pleasant feature of the stockholders' meeting was the fact of their showing appreciation of the unusually successful and difficult work by the management in voting a handsome bonus to the general manager and treasurer, assistant general manager and the secretary, and, besides, passed a vote of thanks to all who had contributed to the success attained.

D. Hoskins, chartered accountant, was appointed auditor, and the following Board of Directors were elected, viz.:—Chas. W. Gillett, John Firstbrook, H. C. Barker, M. A. Thomas, William Dobie.

After adjournment of the meeting the stockholders were entertained at luncheon in the building, the catering being looked after by the Harry Webb Company, Limited.

After luncheon a meeting of the Board of Directors was held, at which the following officers for 1905 were elected, viz.:—

Charles W. Gillett, president.

William Dobie, general manager and treasurer.

Geo. H. Macfarlane, assistant general manager.

Geo. Hepburn, secretary.

(Advt.).

**PERSONAL AND TRADE NOTES.**

Mr. Jos. A. Fuller, representing the Standard Tool Co., of Cleveland, is calling on the Canadian trade.

Mr. J. A. Lockerby, a plumber of Edmonton, was a visitor to the wholesale supply trade of Toronto this week.

Hon. A. G. Blair, director of the Toronto Roller Bearing Co., is a guest at the King Edward hotel, Toronto, this week.

Mr. Lew. J. Avery, representing the Wolverine Brass Works, of Grand Rapids, Mich., is calling on the Canadian trade.

Mr. W. S. Burnett is in Toronto this week, where he came from Milwaukee to interest parties in a new telegraphic instrument.

An order winding up the Kramer-Irwin Asphalt & Cement Paving Company, Hamilton, has been granted by Judge MacMahon.

E. C. Atkins & Co., saw and tool manufacturers, have moved their Toronto office from 30 Front street east to 56 King street east.

Mr. R. I. Henderson, manager of the Henderson Roller Bearing Manufacturing Company, Limited, Toronto, left for Winnipeg Jan. 24.

A banquet was held at New Toronto, on January 27, by the employees of the

Purdy, Mansell & Co., plumbers, steam-fitters, of Toronto.

Mr. Leo Frankel, of Frankel Bros., Toronto, has just returned from a tour of the brass manufacturers situated in the Eastern States.

McDowell, Stocker & Co., of Chicago, have purchased the plant and assets of the Dominion Brass Works, Port Colborne. The sum paid was \$27,000.

Mr. W. F. Slomer, of Springfield, Vt., has just installed a new Fellows' gear shaper in the automobile plant of the Packard Electric Co., St. Catharines.

Mr. W. T. Whittlesey, representing John R. Kein, manufacturer of hardware and metal specialties, Buffalo, N.Y., is visiting the Montreal trade at present.

Mr. C. D. Watson, of the Roman Stone Company, Toronto, has returned from Indianapolis, where he attended the National Cement Users' Association.

Mr. Chas. D. Edwards, who founded, about forty years ago in Montreal, the firm of Kershaw & Edwards, safemakers, died on January 16, at Stoughton, Mass.

Enlargements to plant and installations of machinery have at last been completed and the Burton Saw Company of Vancouver are once more in a position to ship orders.

Mr. Frank McBride, representing the Good Mfg. Co., manufacturers of brass and rubber goods, New York, was a visitor in Toronto this week, calling on the local supply houses.

Arrangements are being made by the Rubber Goods Manufacturing Company, of New York, to establish a branch plant at Windsor to manufacture goods for the Canadian market.

The large, seven-storey new building of Emmerson & Fisher, wholesale hardware merchants, of St. John, N.B., is nearing completion and the company are making preparations to remove their stock.

Mr. A. D. MacArthur, of the A. D. MacArthur & Co., of Toronto, agent for the Standard Ideal Sanitary Co., and The McLaren Belting Co., of Toronto and Montreal, is in Montreal this week on business.

The Metal and Hardware Association of the Board of Trade, Montreal, held their annual dinner on Friday evening, Jan. 20. There was a large attendance of members present, and an enjoyable evening was spent.

A petition has been filed in the Supreme Court for a winding-up order to place the Canada Hardware Company of Montreal in liquidation. It is understood that the company has decided to go into voluntary liquidation.

Mr. J. B. Henderson, manager of the Penman Company, died at his residence, Banfield street, Sunday evening. Mr. Henderson has been in poor health for a couple of years and last year he and Mrs. Henderson took a continental trip extending over several months, in the hope that he might recover his former vigor, but since his return he has not been able to resume his work.

**A VALUABLE INVENTION.**

A new machine has been invented by J. G. Mills, Toronto, for excavating trenches, sewers, drains, etc. The new machine will excavate at the rate of 320 cubic yards of earth each day. For particulars write to Robert Taggart, No. 265 Church street, Toronto.



# Saving

# Your Trade

Our price list is yours for the asking.  
Send for it.

You work hard enough to secure trade, but do you always try to safe-guard the trade you have? Doesn't the temptation come to you now and then to sacrifice quality for a little more profit in selling inferior goods? Is there anything in the world quite so powerful a lever for the holding of business as the living-up to the real meaning of that little word "quality"? Remember the house that was built on the shifting sands, and look to the foundation on which you build. Let quality be the corner-stone of business.

"Boeckh's" Paint Brushes are the highest quality there is or can be. They are known everywhere as the "Standard goods of Canada." Every brush must be up to A1 high standard or it does not leave the factory. Every brush is guaranteed by the makers' name stamped on it. Made in the largest and best equipped factories of their kind in all Canada. Superior in the quality of the bristles used, in the quality of the stock, in the way they are put together, in the many up-to-date improvements for saving labor and time. You safe-guard the trade you already have, absolutely, when you sell the "Standard goods of Canada," "Boeckh's Paint Brushes."

## Boeckh's Paint Brushes Will Do It.

### UNITED FACTORIES, Limited

Head Office: Toronto, Ont., 30 York St.

Branches: Montreal, Que.; London, Ont.

MANUFACTURERS OF

{ Boeckh's Standard Brushes  
Bryan's London Brushes  
Cane's Newmar et Woodenware



# ELECTRICAL

## New Ore Finder.

A NEW electrical ore finder has recently been patented which has aroused considerable interest in England where it has been successfully operated. It is said that by the use of this device, the expert listener can judge with surprising accuracy how deep the lode is, and in which direction it runs.

The apparatus, which is the joint invention of an American and an Englishman, is extremely ingenious, and in the hands of experts, admits of the most delicate manipulation. The essential principle of its working is that it emits not a continuous current, but a series of little, short, sharp impulses. These will go forward in all directions, and when they meet with quartz rock or metallic lodes, the waves are so modified that the listener can form a judgment where the ore bodies causing the variation of the sound are situated. In a recent experiment, the apparatus indicated the position of the deposits so accurately that when the company owning the land put down a bore, hematite was found at about the depth adjudged. In a similar way, with variously attuned apparatus, gold has been located in Alaska and Siberia, lead in Wales, cop-

per in Cornwall, etc. The discovery, which calls to mind the divining rod of ancient superstition, is likely to prove of great importance to mining interests.

## Marconi Speaks of Wireless Telegraphy.

THE following was recently given out as an expression of opinion by William Marconi regarding prospects for wireless in the near future: "We should have our transatlantic service from Glace Bay, Nova Scotia, to Poldhu, England, operating on a commercial basis about the first of this month. At the present time our instruments are installed on 60 ocean-going vessels, but of these only two have the long-distance instruments that operate up to 2,300 and 2,400 miles. The other long-distance sets of instruments will shortly be installed.

"So far we have paid little attention to the land service, although we are operating for the English navy department a service from England to Gibraltar, the messages passing over a greater part of Spain. Something may also be done with land service in Canada\*for the Dominion Government. During the balance of this year our time will be quite fully occupied with improvements in our Glace Bay station, and not until we are perfectly sure of our ability to maintain this service effectively and con-

tinuously on a commercial scale will it be thrown open to the public."

## Electric Treatment of Flour.

Experiments made in Paris prove that electric treatment, while successfully turning flour whiter, injures it. Under similar conditions, flour subjected to electric treatment was much whiter in color than flour treated in the ordinary way. Its taste and odor, however, were far inferior to those of flour treated by the ordinary method. The amount of phosphorus was the same in both, but the quantities of fatty and acid substances varied largely. Thus, in flour treated by electricity the fatty substances proved rancid, glutinous and of a less yellowish color, and instead of retaining their usual aromatic, yellow state, became oxidized and partly converted into white sebacic acid which could be dissolved in alcohol. The glutinous substances were discolored and changed.

Haines & Company of New York, who are to build the Hamilton, Ancaster and Brantford electric railway, have opened up offices in Hamilton, and are making preparations to commence work in the Spring.

A poor chain is no better than a bad egg.



Edge's Best Best Crane Chain is a good chain.

We sell it for use in places where severe usage is given chains, where the strain is sudden and the load heavy.

Suitable for cranes, hoisting blocks, decking chains, anchors, contractors, miners.

In stock:  $\frac{1}{4}$   $\frac{5}{16}$   $\frac{3}{8}$   $\frac{7}{16}$   $\frac{1}{2}$   $\frac{9}{16}$   $\frac{3}{4}$   $\frac{7}{8}$  |  $1\frac{1}{8}$  |  $1\frac{1}{4}$  in.

# Frothingham & Workman, Limited

Wholesale

Hardware and Iron Merchants,  
Montreal, Canada.

For 96 years sellers of hardware.

RETURNED  
FEB 7 1905

To Owner

Cut Book 2

Page 84

strain



## Your Customers

the farmers are looking for a strong, serviceable and durable Fence at a reasonable cost. You can supply it to them in the

### IDEAL



### A GOOD SELLER

The IDEAL is made of No. 9 Hard Steel Galvanized Wire throughout, and has many distinctive features which make it absolutely the best fence ever produced.

It pays dealers to handle fencing that gives best value obtainable. Write for our catalogue of Fencing and Gates, showing styles for every purpose.

### COILED-SPRING WIRE

and other Fence Wire unexcelled in quality, shipped promptly.

The McGregor-Banwell Fence Co., Limited,  
WALKERVILLE, ONT.

Merrick, Anderson & Co., Winnipeg, Man.  
Sole agents for Man. and N.W.T.

## Gas Supplies



### Gas Pillars

\$1.25 per gross.



### Gas Brackets

No. 100, Stiff Bracket - - - 18c.

No. 104, Single Swing Bracket - 29c.

No. 105, Double " " - 48c.



### Aluminum Gas Tips

\$3.00 per gross.

### Lava Gas Tips

\$1.10 per gross.

These Prices Net to the Trade Only.

FOR EVERYTHING ELECTRICAL WRITE TO

The **Sayer Electric Co'y,** 10-14 Beaver Hall Hill  
**MONTREAL**

### RD. JOHNSON, CLAPHAM & MORRIS, LTD, MANCHESTER, ENGLAND

Before you place your orders for GALVANIZED, CORRUGATED AND DEAD FLAT SHEETS, CANADA AND STOVE PLATES, COKE AND CHARCOAL TIN PLATES, BAR, HOOP AND SHEET IRON OR WIRE RODS, ask us for quotations.

Special and prompt attention to Canadian orders.

Cable Ad.: "Metallicus, Manchester." Codes: Liebers, A.B.C. 425th, A1 and Private Codes.

# PAGE LAWN FENCE

Indestructible, Handsome, Perfect. Only 20 cents per running foot.  
Supplied by us or local dealer.

206

THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Toronto, Montreal Winnipeg, St. John.

Our

## ELECTRICAL

## FITTINGS



Cannot be equalled for Style, Beauty of Design and Finish.

Complete Catalogue of Fittings, Glassware, Bells, Telephones, etc., mailed free to the Trade, with terms, on application.



**FALK,  
STADELMANN  
& CO., LIMITED**

83, 85 and 87  
Farrington Road,  
LONDON, E.C.

No. 52749.—Table Standard, polished brass, or Italian bronze finish.

## About

## Brass Goods



We would like you to know more about our lines of

**CURTAIN RINGS**

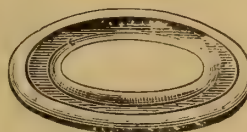
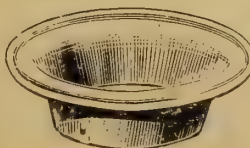
**CURTAIN HOOKS**

**MILL BAND  
FASTENERS**

**SAIL EYELETS  
ETC., ETC.**

Drop a line for list and quotations to our Canadian Agent,

**F. P. ROGER, Toronto**



**J. Nicklin & Co.**

Gt. Charles St. **BIRMINGHAM, ENG.**



# PAINT, OIL AND BRUSH TRADES

## Tests for White Lead.

[N answer to an enquiry regarding tests for white lead, J. C. Smith writes the following letter in the Oil and Colorman's Journal:

"Speaking for myself, and after having had occasion to examine many hundred samples of white lead of divers makes and qualities, I should not care to rely solely on the results of this one test in forming an opinion on the relative merits of rival manufacturers' products. The 'goodness' or 'badness' of white lead for paint-making (and in the absence of information to the contrary I am justified in assuming that the white lead in question was for this purpose) does not depend on one property or quality, but on the sum of a number of properties, and no single test can be relied upon as an infallible guide to intrinsic quality. Briefly, the staining test described by your correspondent resolves itself into a comparison of the relative size of the particles in the various samples, and as it is a well-known fact that the smaller the mean size of the particles composing a pigment the better the opacity and paint-forming properties of the pigment, the test may be regarded as a useful guide to quality. From this point of view, that is the physical standpoint, the staining test is perhaps the simplest, most direct and most reliable of the tests for white lead.

### PASSES STAINING TEST.

"It is quite possible, however, to find a white lead that passes the staining test with flying colors, and yet yields an unsatisfactory paint when ground in oil, the reason being that the chemical, no less than the physical, properties of the sample have to be considered before a reliable judgment can be arrived at as to the real merits of the material. For rough and ready commercial tests elaborate chemical analysis is seldom required. A simple buying test practically resolves itself into a question of proving the absence of deleterious substances. We may dismiss the question of barefaced and clumsy adulteration with barytes, Paris white, or china clay, which is unthinkable in connection with samples from a reputable house. What,

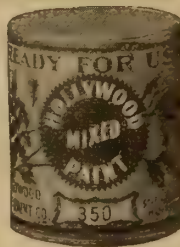
then, is the particular chemical point to which special attention should be directed? The practical handling of a large number of samples over a period of a good many years has convinced me that it is the presence of acetate of lead that should in every case be looked for, for the reason that even a slight trace of this salt renders white lead, which in so far as its physical properties are concerned may be of superior excellence, entirely unfit to grind into paint with linseed oil. White lead containing acetate always gives an acid reaction, because acetate of lead is easily decomposed into basic acetate and free acetic acid.

### CARRYING OUT TEST.

"My own experience, therefore, leads me to suggest that alongside the useful and easily-applied staining-power test

(which I prefer to call a test for fineness of particles) buyers of white lead should apply the equally simple and (from the paint-making point of view) equally important test to determine freedom from free acid, i.e., acetate of lead. The test may be carried out thus:—Take a perfectly clean porcelain basin, and place in it a little distilled water. Test with a piece of blue litmus paper to prove that there is no acid reaction. Place in the basin about five grammes of the sample of white lead, and warm the whole gently over a small flame. Again test with blue litmus paper. The presence of the smallest trace of acid will be detected by the reddening of the litmus, and in many cases the odor of acetic acid can be distinctly perceived. A thoroughly well-washed and highly-finished white lead will always emerge successfully from this test."

## WHAT OTHERS SAY ABOUT HOLLYWOOD



A leading hardware firm wrote us :

"It is now four years since we first took hold of the brand, and we have had in all that time nothing but commendation of the quality."

HOLLYWOOD PAINTS, READY-MIXED AND FLOOR,  
WEAR ON THE JOB, NOT OFF IT

The *Imperial Varnish*  
and *Color Co., Limited*

TORONTO



# TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

## McArthur, Corneille & Co.

MONTREAL

### Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE  
Imperial French Green  
of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
English Varnishes  
of CHAS. TURNER & SON,  
LONDON.

Please mention HARDWARE AND METAL when writing.



Our whole factory time and energy is given to the manufacture of

**REFRIGERATORS  
SCREEN DOORS and  
WINDOW SCREENS**

Therefore we are in a position to supply the best goods at the lowest price.

Our Catalogue explains the details.

**The Sanderson-Harold Co.**  
PARIS, ONT. Limited



## Paint and Oil Markets

### Quebec.

Office of **HARDWARE AND METAL**,  
232 McGill street,  
Montreal, Jan. 27, 1905.

**M**IXED paints and manufactured goods are meeting with big sales, in unison with the bright prospects for the coming season. The linseed oil market in Canada is weak, and mills here are out of the competition. In England the prospects of a large importation of seed has likewise unsettled matters. Although no change is quoted in price, for bulk orders, present prices will be discounted one or two cents a gallon. Turpentine is easy, but in a critical condition though prices remain as before. The lead market is firm, with the prospect of an early advance.

Spring trade has opened up earlier this year than is customary and enough business has already been done in the paint and oil trade to warrant the belief in an exceptional year.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels, 78c per gallon; 2 to 4 barrels, 77c per gallon. For smaller quantities than barrels 5c extra per gallon is charged. Standard gallon is 8.6 lbs. The above prices are net thirty days, for longer terms prices are higher.

**Linseed Oil**—Raw, 1 to 4 barrels, 44c; 5 to 9 barrels, 43c; boiled, 1 to 4 barrels, 47c; 5 to 9 barrels 46c; delivered in Ontario between Montreal and Oshawa at 2c per gallon in advance.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 1-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, loose, \$1.80; in tins, \$1.90; bladded putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs: No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.80 to \$3; pure orange, \$2.75 to \$2.85; No. 1 orange, \$2.45 to \$2.60.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—83-4 to 91-4c in wholesale lots, and 1-2c additional for small lots.

### Ontario.

Office of **HARDWARE AND METAL**,  
10 Front Street East,  
Toronto, Jan. 27, 1905.

**L**INSEED oil has advanced 1 cent and the supposition is that old stocks are exhausted and the demand is beginning to increase. Turpentine is firmer and it is reported that slight advances have occurred at the manufacturing points. These conditions may result in an advance on the local market within a few days. We believe that turpentine manufacturers and linseed oil dealers are tempted to advance the price still more because of the fact that paint manufacturers and consumers are compelled to order larger quantities.

The glass situation continues unchanged. Local wholesale dealers are all refusing to push trade and no sales are booked unless the customer makes an unsolicited inquiry. Some wholesale dealers are advising their customers not to purchase any import orders this Spring as the delivery and transportation will be very unsatisfactory. Pottery manufacturers are sending in better orders for red lead. Trade throughout the country has been unsettled during the week on account of the elections and from the fact that the majority of travelers returned to their homes in order to be in a condition to use their franchise. Travelers report that everywhere merchants are laying in a stock-in-trade far in excess of former years, and every hardware merchant believes that this year's sale of ready mixed paints will excel that of former years.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

### IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

### Turnbull & Henderson

Customs Brokers, Forwarding and Distributing Agents,  
Vancouver, B. C. Satisfactory service guaranteed.

### GENUINE

## PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

### WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.

## IT STIMULATES A DEALER

TO PUSH HIS BUSINESS, if he has the satisfaction or feeling that he has bought wisely.

Whether he has or not is evidenced by what is called for most in any particular line.

If in the wall-coating line, he would not have to be a very close observer to realize that the demand is for **CHURCH'S COLD WATER**

# ALABASTINE

a wall-coating made from a cement base, that will not rub or scale off.

**ALABASTINE** is made in Paris, Canada, by Canadian labor, and from rock taken out of Canadian mines. It is **TIME TRIED**, and **TIME TESTED**.

**ALABASTINE** possesses every qualification to help establish and maintain a good trade. The fine, up-to-date advertising matter we furnish, and the thousands of dollars expended annually in advertising, are potent factors worthy of the consideration of any dealer in business to stay and to make money.

**ALABASTINE** is in demand all the time, but principally in the spring. Have you ordered yet? "Do it Now." For sale by dealers everywhere, and by

**The Alabastine Co., Limited, Paris, Ont.**





## Struggling <sup>with the</sup> Paint Problem?

Don't decide too soon. Hear what we have to say about

### NEW ERA Prepared Paints

Let us refer you to some of our agents, and hear from them direct the story we want you to know.

Drop us a line of inquiry and we shall be only too glad to reply.

**STANDARD PAINT & VARNISH CO., Limited, WINDSOR, ONTARIO**

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be charged for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs, \$4.25; ditto, in kegs of 100 lbs, \$4.50; No. 1, in casks of 500 lbs, \$3.75 to \$4; ditto in kegs of 100 lbs, \$4.25.

**White Zinc**—Genuine French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

**Shingle Stain**—In 5 gallon lots 75 to 80c. per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 45c; boiled, 48c; 5 to 9 barrels, raw, 44c; boiled, 47c, Toronto.

## McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES.  
**MONTREAL.**

## GLUES AGAIN

Our IMITATION FRENCH MEDAL GLUES are of such high class

and are so suitable for Export that we would like to quote you. Export trade in this line is growing rapidly, and we pack in casks or cases as preferred. Quality unrivalled.

GROVE CHEMICAL CO., LTD., Appley Bridge, Lancashire, Eng.

## We Have the Glass You Want

—THE PRICE IS RIGHT.—

Our Distributing Centres keep down your freight charges and give a speedy delivery

**The Consolidated Plate Glass Co., of Canada, Limited**

TORONTO      MONTREAL      LONDON  
OTTAWA      WINNIPEG



# A Few Minutes

will enable you to find out what you need to complete your stock of Island City Paints. Time is money in this case.

P. D. DODS & CO., Montreal    Toronto    Vancouver



FROM ONE OF

# Our Customers

"We are gratified to be able to report that your **COPPER PAINT** has been giving very excellent satisfaction. We trust that you will continue to supply the same good quality, as this item is one where, like the pudding, the proof is in the eating. Heretofore we have been selling it largely for small boats, but are now getting captains of larger vessels persuaded to take it. To-day we heard from a captain who put it on last year and who has just come off the slip after repainting. He had used American paint for fifteen years till last year, and reports that the bottom of the vessel was never in better order and he is greatly pleased with the **Canada Paint Company's** paint."

FOR  
**COPPER PAINT**  
ADDRESS:

The  
**Canada**  
**Paint**  
**Company**

Limited

MONTREAL or TORONTO

Hamilton, London, Elora and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls 78c; 2 to 4 bbls, 77c; 5 bbls and over 76c, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.



Mr. Alex. Ramsay.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

## Window Glass.

MONTREAL.

No new developments have arisen in the past week in connection with the glass trade in Canada, and matters have apparently settled themselves as far as any anticipated change is concerned. When the strike in Belgium was started; it was expected that it would end January 1, but now no settlement is expected before May 1. The blowers are willing to go back to work, but the cutters are not. The coal strike in Germany is anticipated to spread to Belgium, and this may have some direct bearing on the glass industry, as a few factories

are still running and some glass is still coming to Canada. We quote as follows: first break, fifty feet, \$1.70; second break, \$1.80; first break, 100 feet, \$3.25; second break, 100 feet, \$3.45; third break, 100 feet \$4; fourth break, 100 feet, \$4.25; fifth break, 100 feet, \$4.50; sixth break, 100 feet, \$5; seventh break, 100 feet, \$5.50; and eighth break, 100 feet, \$6; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 15 per cent. and from double thick is 33 1-3 per cent. Terms four months, and 5 per cent. discount 30 days.

## Petroleum.

**Refined**—A better class of business is reported this week. Larger orders are arriving more frequently. Prices are easier although no change is apparent as yet. Quotations are: Water white, 17c; Canadian prime white, 15 to 15 1-2c; American water white, 17 1-2 to 19c ex warehouse.

**Crude**—Prices continue unchanged. We quote: Pennsylvania, \$1.42; Corning, \$1.09; Newcastle, \$1.34; North Lima, 95c; Tiona, \$1.57; South Lima, 90c; Somerset, 83c; Indiana, 90c; Canadian, \$1.38.

## MR. ALEX. RAMSAY.

**A**N excellent likeness of Mr. Alex. Ramsay, the new representative of the oil, paint, soap, chemical and allied trades on the Council of the Montreal Board of Trade, is presented herewith. Mr. Ramsay is senior member of the firm of A. Ramsay & Son Company, which has been in existence in Montreal since 1842. He is a prominent figure in Montreal business circles and his name is a familiar one to the trade throughout Canada. He succeeds Mr. J. T. Wilson on the Council of the Board of Trade.

## 30,000 RIFLES A YEAR.

The new rifle factory of the Government of India, to be built at Ishpur, will be able to turn out close upon 30,000 rifles a year and to manufacture all the component parts and do all kinds of repairs. One of the first purposes of the factory, it is said, will be to realize the ambition of the Indian Government to have a reserve of 300,000.



**PURE MANILA ROPE,**  
**Highest Quality Made,**  
**BRITISH MANILA,**  
**SISAL ROPE,**  
**Pure Sisal,**  
**LATH YARN,**  
**BINDER TWINE**

New twine in flat packs of every description.

Lowest Prices and Highest Quality.

Wire, Write or 'Phone

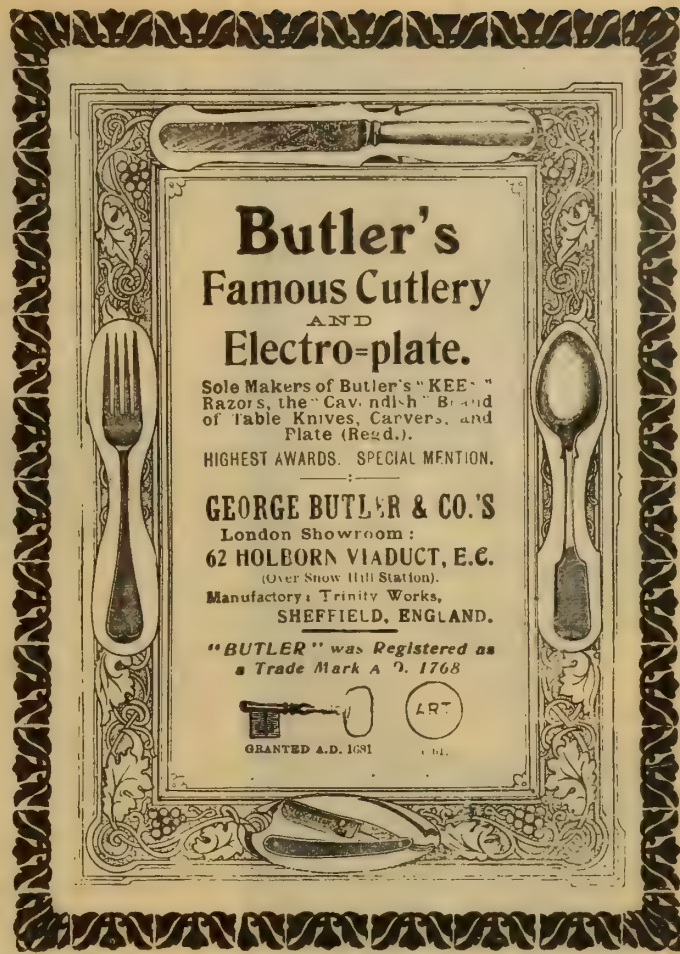
**Canadian Cordage & Mfg. Co.**

Long Distance 'Phone 162.

LIMITED

**PETERBOROUGH, ONTARIO, CANADA.**

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.



**AS AN INVESTMENT**  
**BY TENANTS**  
**MAXIMUM LIGHT**  
**GLASS**

demonstrates its economy. It earns **20 to 30 per cent.** by reduction in artificial light bill. It furthermore promotes more efficient work from employees.

**MAXIMUM LIGHT GLASS** is a form of window glass scientifically arranged so as to gather the light from the sky, project and diffuse the natural daylight into all parts of dark and useless apartments and spaces.

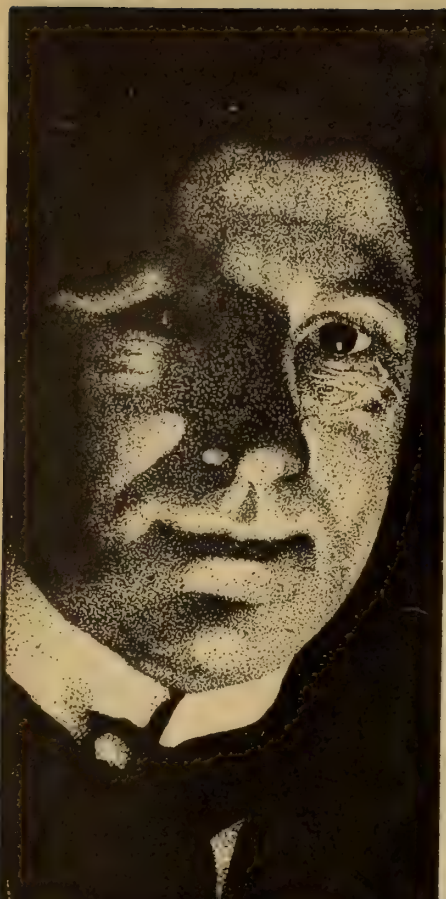
CANADIAN REPRESENTATIVES.

**HOBBS MANUFACTURING CO., Limited, LONDON, ONTARIO**

GLASS IMPORTERS AND MANUFACTURERS.

SEND FOR BOOKLET.





# Come Out OF THE DARK!

Bring your "ads"  
with you.

## ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. A cheerful face gains favor every time.

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT  
**MacLEAN PUBLISHING CO.**  
LIMITED

Montreal. Toronto. Winnipeg.



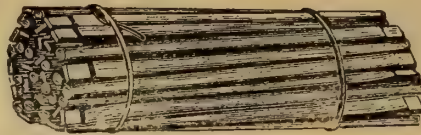
## ELECTRICITY SIMPLIFIED

By Prof. T. O'Connor Sloane.

This work is the simplest ever published on the subject of Electricity, and does something not hitherto accomplished. The object of "Electricity Simplified" is to make the subject as plain as possible, and to show what the modern conception of electricity is; to show how two plates of different metals immersed in acid can send a message around the globe; to explain how a bundle of copper wire rotated by a steam engine can be the agent in lighting our streets; to tell what the volt, ohm, and ampere are, and what high and low tension mean, and to answer the questions that perpetually arise in the mind in this age of electricity.

158 Pages. Fully Illustrated. - - Price, \$1.00.

THE MacLEAN PUB. CO., - TORONTO



## The Sarnia Hub, Spoke and Bent Goods Mfg. Co.

Sarnia, Ontario.

We are prepared to fill any orders for

Heavy Wagon, Sleigh, Buggy, and Cutter Stock

We make a specialty of heavy stock and can fill orders promptly. Made from the best of oak and hickory as we carry a large stock of lumber and can make any sizes that may be required. We make it a point to fill orders promptly.

If you are in need of anything in our line we will be pleased to hear from you and we will give it our prompt attention.

J. S. LOUGHEAD & SON, - Sarnia, Ontario

## GLAZIERS' DIAMONDS

Sharratt & Newth

43 and 44 Percival Street, - London, England

Contractors to H. M. Government and the Principal English Sheet and Plate Glass Works.

ALSO

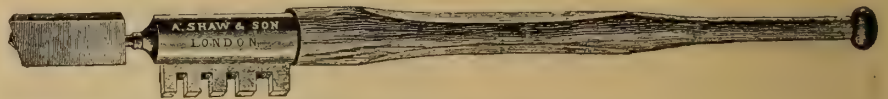
Lead Vices,  
Carbon Tools,  
Etc., Etc.



Established 1815

Agents for Canada: A. Ramsay & Son Company, Montreal

## GLAZIER'S DIAMONDS



Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

GODFREY S. PELTON

388 ST. PAUL ST., MONTREAL

CELEBRATED

## HEINISCH SHEARS

Tailors' Shears,  
Trimmers' Shears,  
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St.  
NEWARK, N.J., U.S.A.



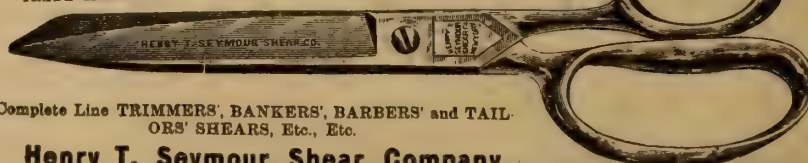
## SEYMOUR SHEARS

HAVE BEEN THE  
Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company.

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

Latest Catalogue will be sent in exchange for your business card.





# HOLLOW-WARE

PRESSED,  
STAMPED, and  
MACHINE-MADE.

ENAMELLED, TINNED, GALVANIZED and JAPPANED

We manufacture every description of Hollow-ware, and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

**The Welsh Tinplate & Metal Stamping Co., Ltd.**  
**LLANELLY, WALES**

**Luxfer**

**Window and Sidewalk**

**Prisms**

**Do You Want More Business**

STORE  
FRONTS  
OUR  
SPECIALTY

**for 1905 ?**

SEND FOR  
INFOR-  
MATION

=

If so, make your premises Bright, Light  
and Up-to-date.

**A Daylight Store Draws Trade.**

**LUXFER PRISM CO., LTD., 100 KING ST. W., TORONTO.**

## FAIRBANKS SCALES

WERE AWARDED THE

# GRAND PRIZE

AT THE

## LOUISIANA PURCHASE EXPOSITION

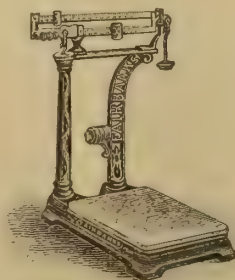
THIS IS THE

**HIGHEST AWARD**

AND THE ONLY GRAND PRIZE GIVEN  
TO SCALES.

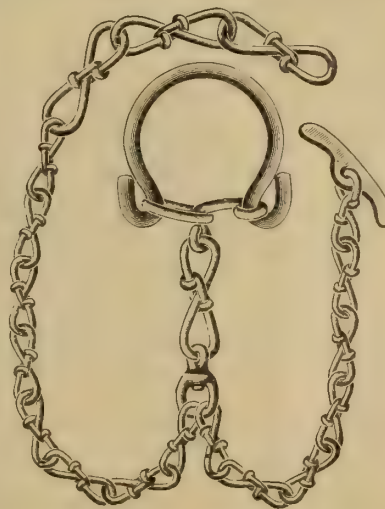
Remember, this was in  
competition with  
the World.

OUR  
SCALE CATALOGUE  
SENT  
ON REQUEST.



**THE FAIRBANKS CO.**

MONTREAL TORONTO VANCOUVER WINNIPEG



**ONEIDA  
COMMUNITY'S  
WELDLESS  
COW TIES.**

Illustration shows the

**NIAGARA WIRE LINK**

**OPEN RING TYPE**

Also made in CLOSED RING, THREE CHAIN  
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Oneida Community Cow Ties can be had of all  
the leading jobbers. We invite correspondence  
where any difficulty is experienced in obtaining  
our goods.

**ONEIDA COMMUNITY, Limited**  
**NIAGARA FALLS, ONT.**



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

**A**T present the works at the Soo have a very bright appearance, and everything points to a year unequalled in the history of the company. New capital to the amount of \$3,500,000 has been invested, making a total of \$5,500,000. Confidence has been so re-established that creditors with claims amounting to \$3,550,000 have converted their claims into investments in the property, with the result that the Speyer mortgage amounting to \$4,500,000, has been paid off. All the various works and operations of the company are in full swing. The output of the mines have been sold for all of this year and part of 1906. The charcoal plants are producing 12,000 bushels of charcoal per day, 1,000 gallons of wood alcohol, and 12,000 pounds of acetate of lime. The pulp mill is turning out 100 tons per day. The output of the blast furnaces is entirely consumed by the rail mills which have sufficient orders from Canadian railways to keep them in operation for six months. Large gangs of men are busily engaged in the woods cutting pine and pulpwood. The number of men employed amounts to in the neighborhood of three thousand eight hundred, with operating expenses for the month of December amounting to \$550,000.

Arrangements are under way to endeavor to open a stove foundry at Moose Jaw.

A three-foot coal seam has been opened up two miles north of Swift Current, Assiniboia.

The C.P.R. has let the contract for double tracking the railroad from Fort William to Winnipeg. The work will cost \$7,000,000.

It is probable that a syndicate of Minnesota lumbermen will complete arrangements within a few weeks for the building of a large sawmill plant in Vancouver.

English and Canadian capitalists are interested in the project of erecting a large sawmill to supply the foreign market, and a large iron works at Esquimalt, B.C.

A notification has been received by the Backus-Brooks Lumber Company, of Minneapolis, from the Dominion Government, granting permission to construct an immense dam at Fort Francis.

It is stated that the Mackenzie & Mann Company, and some other interests, are considering the question of erecting in the near future a smelter at

Port Arthur with a daily capacity of from 150 to 200 tons.

Orders have definitely been placed for the two new furnaces to be added to the present battery of six furnaces at the Granby smelter, Phoenix. Each of these furnaces will have 70 square feet, and when completed will give the smelter a daily reduction capacity of 2,700 tons of ore.

St. John, N.B., and Boston capitalists are seeking incorporation as the George E. Barbour Co., with a capital stock of \$99,900. The new company want to engage in the building and operation of ships, also the generating of electric light, gas, power and heat.

Last year, out of 1,450,000 tons of coal brought into the St. Lawrence, 47,000 tons came from Great Britain. The preceding year for a number of reasons, the imported coal was in far greater proportion, namely, 134,000 tons out of a total of 1,243,000 tons.

The organization of the New Brunswick Iron Co., St. John, N.B., has been completed. The following directors were elected: John S. McLennan, Sydney; C. W. Young, St. Stephen; A. D. Wetmore, Truro; L. B. Knight, St. John; C. V. Wetmore, Sydney. The directors met subsequently and elected the following officers: C. V. Wetmore, president; John McLennan, vice-president; Peter Clinch, secretary.

It is understood that the Dominion Iron and Steel Company has decided to adopt at its works at Sydney, Nova Scotia, a new and inexpensive process for the manufacture of pig iron, utilizing waste iron ore, which costs from 60 to 75 cents a ton. The plant which they propose to install will cost about \$8,000, and will have a daily output of 75 tons. It will be the first of the kind erected on the continent, and the company will have the exclusive rights for the Dominion of Canada.

Many of the leading shippers in the mining district of British Columbia are increasing their plants. New machinery to the value of over a half-million dollars has been ordered and will be installed during the next few months in a number of mines in the Rossland and Slocan districts. The Velvet mine at Rossland is putting in new concentrators and stamps that will cost \$45,000. At the Cliffe mine in Rossland about \$30,000 is to be expended in a thirty-stamp mill to increase the output. \$12,000 is being expended by the Spitzee

mine at Rossland in compressors and machine drills, while a new tramway is being put in at the Jumbo mine which will greatly facilitate the shipment of ore.

Production of raw iron, which in 1901 was 39,940,000 tons, increased to 43,480,000 tons in 1902, and reached 45,480,000 tons in 1903. United States stands at the head with a production of 18,010,000 tons, against 17,280,000 tons in 1902, and 15,800,000 in 1901. Germany wrested the second place from Great Britain in 1903, its production being 10,090,000 tons, against 8,400,000 in 1902, and 7,790,000 in 1901. Great Britain occupies third place with an output of 8,810,000 tons, against 8,520,000 tons in 1902, and 7,850,000 in 1901. The output in France which in 1903 amounted to 2,830,000 tons, has increased by 400,421, as compared with 1902, and by 427,428 tons as compared with the production of 1901. Belgium produced 1,300,000 tons in 1903, an increase of 196,301 tons over 1902, and 533,701 tons over 1901. Spain's production amounted to 380,284 tons. The output has decreased in the following countries: Russia, 2,400,000 tons, or 118,404 tons less than in 1902; and 382,065 less than in 1901; Austria-Hungary, 1,320,000 tons, or 108,814 tons, and 82,165 tons less than in 1902 and 1901, respectively; Sweden, 489,700 tons, a decrease of 34,300 and 23,600 tons from the amounts produced in 1902 and 1901, respectively.

## COMPANIES INCORPORATED.

North Bruce Lumber Co., Toronto, share capital \$50,000; purpose to manufacture and deal in lumber. The directors are: F. Rielly, J. B. Bartram, H. M. Murton, W. Pinkerton, and A. D. Chisholm, all of Toronto.

Dailey Rotary Engine Co., Galt, share capital \$100,000; purpose to manufacture and deal in rotary engines. The directors are: C. Hetherington, R. W. Roelofson, A. J. Oliver, C. Turnbull, and F. E. Brown, all of Galt.

Standard Construction Co., Ottawa, capital stock \$1,000,000; purpose to carry on the business of contractors. The directors are: E. J. Chamberlin, J. W. Smith, C. J. R. Bethune, G. E. Fauquier, and H. Christin, all of Ottawa.

G. R. Gregg & Co., Toronto, capital stock \$250,000; purpose to carry on the business of retail and wholesale merchants and manufacturers. The directors are: G. R. Gregg, W. E. Hazley, W. G. O'Loughlin, W. Lough, and T. Gregg, all of Winnipeg.

British-Canadian Supply Co., Montreal, capital stock \$50,000; purpose to carry on a general supply and contracting business in all kinds of materials. The directors are: W. Jack, J. W. Har-



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

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 ENGINE & PUMP CO. TORONTO, ONT. LIMITED.

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Cables—"Machinery," Newport.

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**Tool Company**

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

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OF ONTARIO Limited

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Walter Mills, General Manager  
 Ask for quotations for  
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Water Proof Floors for  
 Malt Houses, Breweries,  
 Slaughter Houses,  
 Cheese Factories, Cellar,  
 Stable Floors, etc.

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**Stitched Cotton Duck Belting**

MADE IN CANADA



MADE IN CANADA

"Maple Leaf" is made of the best cotton duck, woven to our special formula.

"Maple Leaf" is the truest running belt on the market.

"Maple Leaf" is superior to either Rubber or Leather, and in many places will do work that no other make of belt will.

"Maple Leaf" is suitable for all kinds of factories, mills, etc., for power and carrying

Main Drive Belts a specialty.

Ask for "Maple Leaf" and take no other.

**Beware of Imitations**

MANUFACTURED ONLY BY THE

**DOMINION BELTING COMPANY**

HAMILTON, ONTARIO. Limited

Use our "MAPLE LEAF" Belt Dressing.

## THE ACME LATHE & PRODUCTS CO., LTD.

TRAFFORD PARK, MANCHESTER.

We have arranged to carry a large stock of Square and Hex Cap Screws, Square Set Screws, Bright Bolts, Washers, etc., in Canada, and can deliver from Canadian stock after February 1st., 1905. It will pay you, if you are a buyer of these goods, to get in touch with us.

Temporary Offices

25 Queen City Chambers, Church St., TORONTO.

## Clauss Brand TAILORS' Shears

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by



Write for Trade Discounts.

CLAUSS SHEAR CO., 169 Spadina Ave., Toronto, Ont.

## H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Gauge.  
 Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest  
 "Take Down"  
 Gun Made



HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

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 STAR  
 SPECIAL  
 HERCULES  
 METALLIC  
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QUALITY & PRICE TO SUIT  
 ALL GRADES OF WORK.

THE CANADA METAL CO.

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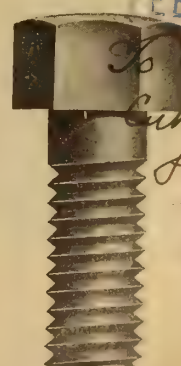
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 SPECIAL MILLED WORK, Etc.

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DISTRICT OFFICES,

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## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Postal Pneumatic Tube Systems for Montreal and Toronto," will be received at this Department until Thursday, February 9, 1905, inclusively, for laying and joining in the City of Montreal, 4,000 lineal feet of double line of smooth bored cast iron piping, to be supplied by the Government, and for furnishing, installing and erecting all the necessary special castings, elbows and fittings, including the terminal receiving and transmitting machinery and carriers.

Also for laying and joining in the City of Toronto, 18,000 lineal feet of double line of smooth bored cast iron piping, to be supplied by the Government, and for furnishing, installing and erecting all the necessary special castings, elbows and fittings, including the terminal receiving and transmitting machinery and carriers.

All as per plans and specification of John Galt, Chief Engineer.

Plans and specifications can be seen and forms of tender obtained at this Department, and at the office of John Galt, Chief Engineer, Toronto.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, for three thousand dollars (\$3,000.00), in the case of Montreal, and nine thousand dollars (\$9,000.00), in the case of Toronto, must accompany each tender. The cheque will be forfeited if the party tendering decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

FRED. GELINAS, Secretary.

Department of Public Works,  
Ottawa, January 9, 1905.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

ris, R. C. Smith, W. B. Powell, and R. C. Grant, all of Montreal.

Canadian Builders', Limited, Toronto, capital stock \$1,000,000; purpose to carry on the business of contractors and constructors, also to deal in lands mortgages, etc. The directors are: G. P. Magann, J. MacKay, and W. H. Blake, all of Toronto; J. C. Stewart, of New York, and C. F. Franson, of Pittsburg.

Brandon Developing, Mfg. and Supply Agency, Brandon, capital stock \$40,000; purpose to manufacture and deal in all kinds of cement machines, steam and gasoline engines and business of general manufacturers. The directors are: H. Gutteridge and J. H. McConnell, both of Hamiota; R. J. McKay and A. Lynn, both of Killarney; D. A. Stewart, of Deloraine, and J. McLaren of Clearwater.

### THE CEILING HELD.

A FIRE occurred on Notre Dame street, Montreal, in which the two storeys over Aird's restaurant were completely gutted. The restaurant had a metallic ceiling and beyond some inconvenience from water no damage was done, and business was continued as before. On the following day as a party of well known business men were dining, W. E. Ramsay, Montreal manager of the Pedlar Metal Roofing Co., entered as usual, and remarked, "you notice, gentlemen, they have a metallic ceiling. Had it been lath and plaster you wouldn't have had your lunch here to-day, the ceiling would have fallen in." By the proprietor and among others who were present it was agreed that such would have been the case, the incident going to show the value of a metal ceiling in case of fire.

### RUBBER GOODS TO ADVANCE.

THE Canadian rubber manufacturers were in convention last week in Montreal. All the leading rubber manufacturers in Canada were represented. Their object was to arrive at a common understanding regarding rubber and rubber goods.

The matter of prices in Canada was not taken up to any extent, chiefly on account of the fact of crude rubber being very high at present. A meeting will be held next month when the question of prices will come up. In any event, rubber men say there will be no reductions.

The decision of the United States Rubber Company to maintain last year's price list, in face of higher prices for raw rubber, has been a

## CONDENSED MACHINERY ADVERTISEMENTS.

### YEARLY CONTRACT RATES.

100 words each insertion,	1 year.....	\$30 00
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### MACHINERY WANTED.

Items under this heading inserted free for readers of HARDWARE AND METAL

STRONG Column Drill—To swing about 36-in.; must be in good order and cheap; also a portable engine and boiler, about 10 h-p, Bridge Works, Mitchell, Ont.

WANTED—One second-hand clam shell digger, with traveling derrick, complete; and one second-hand locomotive, from 15 to 20 tons; must be in good condition. A. G. Creasor, Owen Sound

WANTED—Sawing Machine—new or second-hand; for sawing stove wood. Box 278, Port Elgin.

WANTED—Screw-cutting lathe—in—for motor cycle. Horton, London, Ont.

A MARINE ENGINE—about 12 x 12—in good order; second-hand. Full particulars Box 232, Barrie.

WANTED—At once—Gasoline engine—4 to 6 horsepower; new or second-hand, in good condition; state maker, how long in use, and lowest cash price. Address Box 78, Elmvalle, Ont.

### MACHINERY FOR SALE.

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

BOILER FOR SALE—60 h.p., second-hand, return tubular boiler, good as new; bargain. Address Box 41, HARDWARE AND METAL.

ENGINE FOR SALE—16 h.p.; stationary, side crank. Price \$75. Address Box 37, HARDWARE AND METAL, Montreal.

ONE second-hand gap lathe; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

ONE second-hand shafting lathe, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

STANDARD SCALES, valves, trucks, steam specialties; W. I. pipe and fittings, machine tools, mill supplies, scale repairing a specialty; prompt delivery from stock; write for prices. The Fairbanks Co., Toronto.

MARINE Engines and Boilers—Large assortment; send for stock list. Doty Engine Works Co., Limited, Goderich.

MACHINERY for Sale—Two large die presses; one large iron drill; cheap for immediate sale; in first-class order. United Factories, Limited, 164 Adelaide West.

great surprise to the Canadian trade. Giving his reasons for this course, the president of the United States Rubber Company says it is to prevent the independent companies cutting into their business. When prices were put so far above the basis of raw material prices the large margin of profit enabled in-



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THE  
BANNER  
Leads.

QUALITY  
TALKS.

Take the Best  
at the  
Same Price.

LARGEST OIL WELL  
BRIGHTEST LIGHT

For sale by all prominent dealers. Made by the

Ontario Lantern & Lamp Co.,  
HAMILTON, ONT.



dependent companies to offer lower prices. They thus gained our business, waxed fat, and had to be bought out, said the president. Now, the rubber company claims to have such excellent equipment and organization that the lower cost of producing the manufactured article gives them a slight advantage over their competitors. This they hope to maintain, and by keeping prices down they hope to increase the volume of their business. In this way their net profits will be, they anticipate, quite up to last year, notwithstanding the high price of the raw material, while at the same time they will strengthen their hold on the markets.

Among the representatives present were: S. H. C. Miner, president of the Granby Rubber Co.; D. Lorne McGibbon, general manager of the Canadian Rubber Co.; H. D. Warren, president of the Gutta Percha Co., of Toronto; James Robinson, president of the Maple Leaf Rubber Co., of Toronto; Mr. Breithup, president of the Berlin Rubber Co., and Mr. Reiter, manager of the Merchants' Rubber Co., of Berlin.

#### REGULATION OF GAS MANTLE LAMPS.

A correspondent, referring to an article under this caption by G. A. McKay in last week's Hardware and Metal, says, "The method described by Mr. McKay to insure proper regulation is correct for those burners to which he refers, but it might be noted that the best burners nowadays are so arranged that the regulating of the flow of gas can be done while the lamp is lighted, and, of course, with these burners the regulating is better and more quickly done than with the old type referred to."

#### NEW PRICE LIST.

The Pedlar People, Oshawa, have issued a new and revised trade price list for 1905 for conductor pipe, cavetroughing and trimmings. A discount of 10 per cent. is given on all orders for these goods totalling \$50.00 or over in one shipment.

#### NEW METAL BEARING PLANT.

Within the past week a new plant for the manufacture of metal bearings commenced operations at 114 Jarvis street, Toronto. It is the Canadian branch of the Lumen Bearing Co., of Buffalo, N. Y. They intend manufacturing extensively their high-class bearings for the Canadian trade. The manager of the company in this country is N. K. B. Palet, who formerly held the position as chief sales agent at the head office.

This adds another to the many industries recently established in Toronto. The plant is newly built and installed with modern apparatus for the production of high-grade work. The metals made by this company comprise Electric and Lumen bronze, Alpha and Buffalo bears, Lotus lining metal, Victoria metal and of solders, Half and Half, and Strictly Commercial.

#### INQUIRIES FOR CANADIAN TRADE.

The names and addresses of the firms making the following inquiries may be had by application to the Department of Trade and Commerce, Ottawa, or to the Editor of this paper. Parties answering inquiries will be careful to mention the office under which said inquiry appears and the number.

From Manchester, England:

No. 75. A British manufacturer of pigment colors, dry and pulp, desires to correspond with Canadian manufacturers who use such goods.

No. 77. A British manufacturer of a lining for wood pulp digesters desires correspondence with Canadian manufacturers.

From Bristol, England:

No. 19. A Welsh firm desires to secure a Canadian agent for the sale of their manufactures, consisting of tin plates, black plates, etc.

No. 12. A local firm desires to be brought in touch with manufacturers of Venetian blind laths and wood cornice poles.

No. 13. A local firm wishes to export binder twine to Canada.

No. 14. A British firm wants quotations on Canadian oak delivered Cardiff or Barry.

#### STEEL DIVIDEND LITIGATION.

THE action taken by Alfred F. Stevens against the United States Steel Corporation, to compel the payment of dividends on the company's common stock, has been settled by Vice-Chancellor Stevenson in favor of the company. This decision practically disposes of the whole case. Stevens filed a bill to enforce the payment of dividends on the common stock out of alleged accumulation of profits amounting in January, 1904, to \$66,000,000. Stevens claimed that the company was obliged, under the statutes, to use this money for the paying of dividends on the common stock.

Vice-Chancellor Stevenson says there is no proof to show that the company had this money in actual cash, and there is nothing to indicate a policy on the part of the corporation to favor the interests of its preferred stockholders to the detriment of the common stockholders.

The sustaining of the demurrer is equivalent to a dismissal of Mr. Stevens' bill.

## BOOKS FOR BUSINESS MEN

### Manufacturing Cost

By H. L. C. HALL.

Dealt with along general lines and not from the standpoint of any particular industry.

The whole organization and conduct of a factory from the purchasing agent to the salesman are considered exhaustively. An invaluable work.

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A new and model work on Bookkeeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

It constitutes an Illustrated Dictionary. It contains Three Sets of Accounts—Models—worked out in detail, and a host of special forms for special uses. Corporation Accounts are treated with special care and thoroughness. There is no other book which will so easily teach you to be a good bookkeeper.

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Compiled and Edited by R. R. WILLIAMS,  
Hardware Editor of the IRON AGE.

The thorough and practical treatment of the important subjects discussed, the embodiment in these articles of the experience of men of ability and enterprise, the suggestiveness of the principles and maxims thus presented, will, it is hoped, render the volume useful to many and tend to elevate still further the business methods of the hardware trade.

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## The American Hardware Store

A Manual of Approved Methods of Arranging and Displaying Hardware.

By R. R. WILLIAMS,  
Hardware Editor of the IRON AGE.

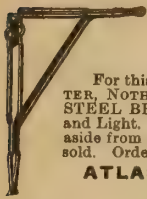
This book is descriptive of the best methods of accommodating and displaying the large variety of goods which are carried in stock in representative American and Canadian hardware stores. Copiously illustrated, and worth many times its cost to every progressive hardware dealer.

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TECHNICAL BOOK DEPARTMENT,  
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For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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METAL SURFACES.

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## OAKEY'S

The original and only Genuine  
Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

## 'WELLINGTON'

## KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL.

# STOVES AND TINWARE.

## Canadian Trade Conditions.

STOVE manufacturers and dealers are beginning to reap the benefit of the good times, with which Canada has been blessed of late years. The opening up of the country, the increase in wealth and the prosperity of the industrial population have lead to the building of many new homes and the improvement of many old ones. All of which has increased the demand for stoves.

The steel range as a stove for cooking purposes has a wide and steady demand. Especially is this noticeable in Manitoba and the Territories. Here the progressive young farmer, after erecting a permanent home, purchases a stove that is noted for its durability rather than its appearance and is prepared to pay a good price for it.

In British Columbia, outside of the towns and cities but few of these stoves are used. The large foreign population employed at the mines will not buy anything that is expensive. The class of stove that sells most readily among this class of people is a cheap box stove, which burns wood.

In the cities and larger towns of the West, all the large public buildings are heated either with hot water or steam. Many of the best houses use furnaces. There is at present a strong demand for these latter in Winnipeg, Calgary and Edmonton, on account of the activity in the building trade last season. It is estimated that the increase of the furnace business in Manitoba last year over its predecessor exceeded 35 per cent. No estimate can be given for British Columbia owing to the unsettled conditions of last year.

In the district about Edmonton, which is inhabited by Europeans, few sales of expensive stoves are made. The general demand, which is not very heavy, calls for a cheap wood stove which can be used for both heating and cooking purposes.

A cheap line of cooking stoves is always carried by the majority of hardware merchants throughout the Northwest to meet the demand of the newly-arrived settler who does not feel inclined to purchase anything expensive until after he has built a permanent dwelling. After he is finally settled he purchases a class of stove which excels the majority of those bought by our Eastern agriculturalist.

In New Ontario a good demand for

coal cooking stoves has been created. The supply of wood for burning purposes is quickly diminishing, and the inhabitants have begun to change their class of stove.

The outlook for this year is bright. Dealers in Manitoba and the Territories are depending on an active building season to increase their sales. Merchants and agents in British Columbia are looking forward to an early settlement of the present difficulties in the lumber industry, which will increase their sales to those connected with this industry. The merchants in New Ontario expect the recent mineral discoveries to increase their population, thereby increasing the sale of stoves. The outlook for the older provinces is normal. The supply of wood which is diminishing rapidly in Ontario, Quebec and New Brunswick, may increase the demand for coal stoves. Outside of this phase, conditions are only expected to be normal.

## The First Use of Coal.

THE first use of coal in the United States antedates the revolution by some years, according to a writer in "Fuel." Jesse Fell who first applied the fuel to the purpose of heating a house, learned of its value at the shop of Obadiah and Daniel Gore, who utilized it on a forge in their Wilkesbarre blacksmith shop. In the same city the old Fell tavern is still standing, and visitors are always shown the grate in which coal was first burned as a heating fuel. This grate was first lighted in 1808 by Jesse Fell, the proprietor of the tavern. In a letter to his cousin, Jonathan Fell, which is now in the possession of the Historical Society of Pennsylvania, at Philadelphia, Jesse Fell writes that in 1770-71 coal was used in the Wilkesbarre blacksmith shop of Obadiah and Daniel Gore, and he then continues: "Accordingly, in the month of February, 1808, I procured a grate made of small iron rods ten inches in length and ten inches in height, set it up in my common fireplace, and on first lighting it found it to burn exceedingly well. This was the first successful attempt to burn our stone coal in a grate, so far as my knowledge extends." Records are to be found of the attempts to burn coal for manufacturing purposes.

It is a historical fact that in 1803 the city of Philadelphia bought 100 tons of anthracite for use in the pumping works,



but the engineers, not knowing how to burn it, broke it up to gravel the walks in the yard. In 1814 two "arks" loads were sold at the falls of the Skuykill for \$21 a ton. A morning was wasted in futile attempts to burn this coal, and at noon the employer and workmen, discouraged at their ill luck, shut up the furnace and went to dinner. On their return they were astonished to find a roaring fire, the furnace itself being in danger of melting. From that day dates the successful use of anthracite in America.

#### Mexico's Stove Trade.

The increase in the foreign population of Mexico has brought with it a good demand for both heating and cooking stoves. Owing to mistaken ideas concerning climatic conditions in Mexico, many American manufacturers of heating stoves have made no attempt to capture this trade.

#### A PERMANENT and Handsome Roof.

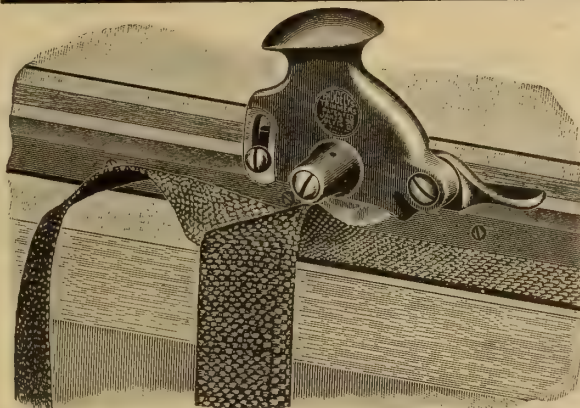


#### Arrow Brand Asphalt Ready Roofing

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

**A. C. JENKING, Sole Agent,**  
Room 215 Coristine Building, - MONTREAL.  
Sole agents being appointed in each district. Write to-day.

#### Ridgely's Model B Trimmer



In conjunction with our famous **THREE-PIECE STRAIGHTEDGE** makes an outfit for trimming paper that will do the work in one-sixth the time it takes to do it with a knife or shears, and do it accurately. Guaranteed to give perfect satisfaction.

For full particulars address

**THE RIDGELY TRIMMER CO.,**  
Manufacturers,  
Paper Hangers' Supplies,  
SPRINGFIELD, OHIO, U.S.A.

Send for Catalogue No. 16.

69

Just now coal bins are getting low.  
Men have to buy coal.  
They have the economical fever.  
Good time to suggest Ash Sifters.  
They'll sell.

70

But—  
Cutts' **ALL METAL** is the kind.  
No wood about it—except the handle.  
Can't come apart.  
Retail at a quarter.  
Have we your order?

WE SHIP ANYWHERE, ANY QUANTITY

**C. M. CUTTS & CO.,** SOLE MAKERS **Toronto Junction, Ont.**

#### Solarine Bar Polish

Best and cheapest preparation for polishing:— Brass, Copper, Steel, Tin, Zinc, Bar Fixtures, Kitchen Utensils.

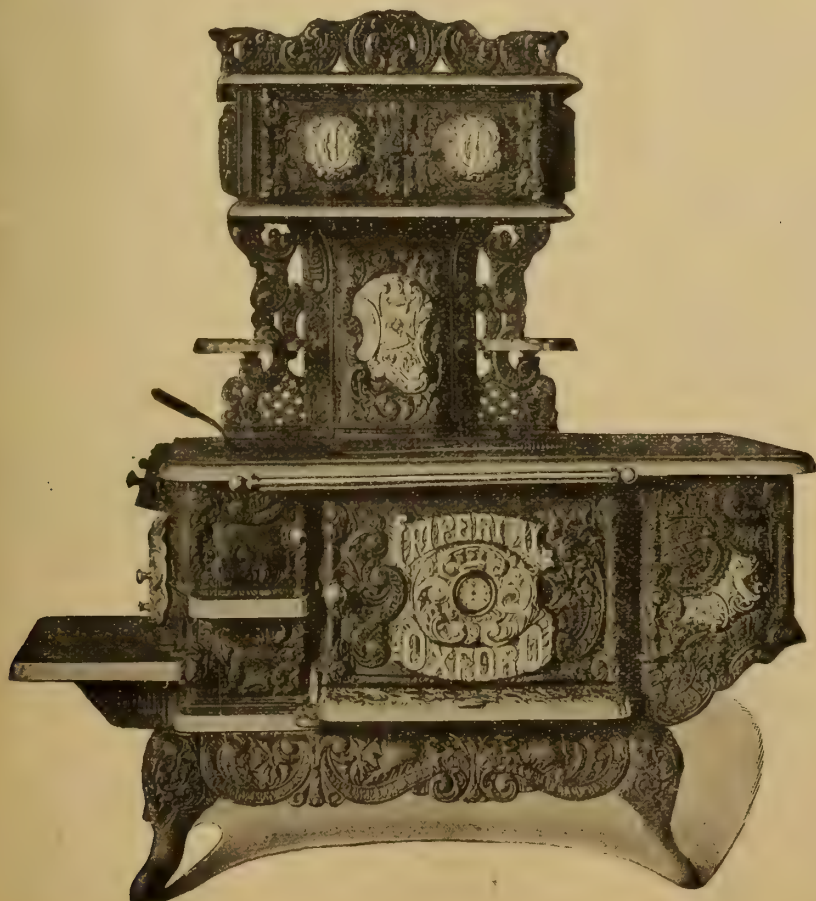
A rapid cleaner expressly designed for all kitchens.

For Ontario, Address

**H. F. FALKINER,**  
60 George St., TORONTO



RETURNED  
To Owner  
Take 3/08  
at Book  
Page 66



The chief features of the Imperial Oxford Range are not found in any other make. These exclusive features are what makes it do better baking and roasting with a greater economy of fuel than any other range. We are explaining these features to your customers in the newspapers of Canada. They know that the only range that contains them is the

## Imperial Oxford Range

You will find that a large percentage of the stove-buyers who come into your store will have already decided that the Imperial Oxford is the range they want. You can make a quick sale and give them lasting satisfaction if you supply what they want, or you can waste a lot of time trying to persuade them to take something they don't want.

Which will you do?

**The Gurney Foundry Co., Limited**  
TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:

The Gurney-Massey Co., Limited, Montreal, Que.;  
The Gurney Standard Metal Co., Limited, Calgary, Alta.



# Everything counts, and the POINTS IN FAVOR OF OUR GOODS are many

Ready Roofing, Sheathing and Black  Diamond Tarred Felts,  
Building Papers, Fibre and Manilla Wrappings, etc.

FELT FACTORY

Harbour and Logan Sts., MONTREAL

Ask for our quotations—they will interest you.

PAPER MILLS

JOLIETTE, QUE.

# ALEX. McARTHUR & CO., LIMITED

82 MCGILL STREET, MONTREAL

## CURRENT MARKET QUOTATIONS.

Jan. 28, 1905.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$32 00 \$33 00

#### TINPLATES.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley—  
I.O. usual sizes. \$6 50  
I.X. " 8 00  
I.X.X. " 9 50  
Famous, equal to Bradley—  
I.O. 6 75  
I.X. 8 25  
I.X.X. 9 75  
Raven and Vulture Grades—  
I.O. usual sizes 4 25  
I.X. 5 00  
I.X.X. 5 75  
I.X.X.X. 6 50

"Dominion Crown Best"—Double  
Coated, Tissue. Per box.  
I.O. 5 50  
I.X. 6 50  
I.X.X. 7 50  
Allaway's Best—Standard Quality.  
I.O. 4 50  
I.X. 5 50  
I.X.X. 6 50

Coke Plates—Bright.  
Bessemer Steel—  
I.O., usual size, 14x20 3 40  
I.C., special sizes, base 3 70  
20x28 7 50  
Charcoal Plates—Terne  
Dean or J. G. Grade—  
I.O., 20x28, 112 sheets 7 50  
I.X., Terne Tin 10 50  
Charcoal Tin Boiler Plates.  
Cookley Grade—  
X X, 14x56, 50 sheet box. }  
" 14x60, " }  
" 14x65, " } 7 00  
Tinned Sheets.  
72x30 up to 24 gauge 7 25 7 50  
" 26 7 75 8 00

### IRON AND STEEL.

Common bar, per 100 lb. Montreal Toronto.  
Redd 1 77 1 80  
Horseshoe Iron 2 02 2 05  
Hoop steel, 1 1/2 to 3-in. base 2 02  
Sleigh shoe steel, 1 82  
Tire steel 1 92  
T. Firth & Son's tool steel 0 60  
Speedicut 0 65  
Annealed speedicut 0 70  
Self hardening 0 35  
Best tool steel 0 12  
Warranted 0 09  
Best sheet steel 0 12  
B. K. Morton & Co.—  
" Alpha " high speed 0 65  
" " annealed 0 70  
" M " Self Hardening 0 50  
" J " Standard 0 14  
" B C " 0 09  
Onas & Colver's tool steel 0 10  
" " " 0 65  
" " annealed 0 70  
Chas. Leonard 0 08  
Crucible Steel Co.  
" Rex high speed steel 0 65 0 75  
" Self Hardening 0 45 0 50

Crucible Special 0 17  
" Silver steel 0 13  
" Black Diamond 0 19  
Sanderson's Crucible steel 0 09  
Superior 0 13

#### BABBIT METAL.

Syracuse Smelting Works:  
Aluminum, genuine 0 45  
Government, " 0 44  
Tough, " 0 40  
Hard, " 0 40  
Dynamo 0 30  
Special 0 25  
Harmony 0 22  
Car Box 0 20  
Extra 0 15

#### The Canada Metal Co.:

Imperial, genuine, 0 40  
Metallic 0 30  
Hercules 0 30  
Star 0 15  
No. 1 0 12  
No. 2 0 10  
No. 3 0 06  
No. 4 0 05

#### BLACK SHEETS.

10 gauge. Montreal Toronto  
12 and 14 gauge 2 30 2 35  
17 2 30 2 40  
22 to 24 gauge 2 35 2 50  
25 2 40 2 65  
28 2 40 2 70

#### COPPER WIRE.

Discount, 50 per cent.  
CANADA PLATES.  
Ordinary 2 50  
All bright 4 00  
Galvanized Canada Plates—Ordinary. Dom. Crown.

18x24x52 4 25 4 35  
" 60 4 50 4 60  
20x28x80 8 50 8 70  
" 94 9 00 9 20

#### GALVANIZED SHEETS.

Fleur-de-Lis, Gordon Crown, Comet Bell Head  
16 gauge 3 50 3 55  
18 to 24 gauge 3 50 3 55 3 75 3 50  
26 3 75 3 75 3 90 3 75  
28 4 00 4 00 4 05 4 00  
American brands, \$4.00 for 10 1/2 oz.  
Less than case lots 10 to 15c. extra.

#### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00  
" 5-16 " 4 45  
" " 3 85  
" 7-16 " 3 70  
" " 3 55  
" 9-16 " 3 45  
" " 3 25

Halter, kennel and post chains, 40 to 40 and  
5 per cent.  
Cow ties 40 p.c.  
Tie out chains 65 p.c.  
Stall fixtures 35 p.c.  
Trace chain 45 p.c.  
Jack chain, iron, single and double, discount  
35 p.c. (count 40 p.c.)  
Jack chain, brass, single and double, dis-

#### COPPER.

Ingot. Per 100 lb.  
Casting, car lots 15 50  
Bars.  
Cut lengths, round, 1/2 to 1 in. 21 00 23 00  
" round and square,  
1 to 2 inches 21 23 00  
Sheet.  
Plain, 16 oz., 14x48 and 14x60 20 00  
Plain, 14 oz. 21 00  
Tinned copper sheet 24 00  
Planished 32 00

Braziers' (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. 0 22  
" 35 to 45 " 0 21  
" 50-lb. and above " 0 20

#### BOILER AND T.K. PITTS.

Plain tinned 40 per cent. off list.  
Spun. 0 23 1/2

#### BRASS.

Rod and Sheet, 14 to 30 gauge, 15 per cent.  
Sheets, hard-rolled, 2x4 0 23  
Tubing, base, per lb. 0 23 1/2

#### ZINC SPELTER.

Foreign, per 100 lb. 6 25 6 50  
Domestic " 5 50 5 75

#### ZINC SHEET.

5-cwt. casks 7 00  
Part casks 7 50

#### LEAD.

Imported Pig, per 100 lb. 3 60  
Bar, per lb. 0 05  
Sheets, 24 lb. sq. ft., by roll 0 06 1/2  
Sheets, 3 to 6 lb. 0 06  
NOTE.—Cut sheets 1c. per lb., extra. Pipe,  
by the roll, usual weights per yard, lists at 7c.  
per lb. and 35 p.c. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 8c.

#### ANTIMONY.

Cookson's 0 10 1/2 0 11

#### SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and ball, \$7.50. Dis-  
count, 15 p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms, 2 p.c. for cash in thirty days.

### PLUMBING GOODS.

#### BATH TUBS.

Zinc 6 00  
Copper, discount 20 per cent. off revised list.

#### BATHS.

Standard Ideal Enameled.  
5 1/2-ft. 2 1/2 in. rolled rim, 1st quality 21 25  
" 2nd " 17 25  
5 1/2 " 1st " 23 60  
" 2nd " 19 00  
5 1/2 " 1st " 18 40  
" 2nd " 17 25  
5 " 1st " 20 75  
" 2nd " 17 25  
Plate 116 D, lavatories 1st quality 8 90  
" 116 D, " 2nd " 7 50  
" 118 D, " 1st " 5 70  
" 118 D, " 2nd " 4 80  
" 120 D, " 1st " 5 60  
" 120 D, " 2nd " 4 70  
" 122 D, " 1st " 5 40  
" 122 D, " 2nd " 4 50  
Sinks 18 x 30 in flat rim 2 50  
CLOSETS. Net.  
Fittings 1 00  
Plain Simplex Syphon Jet 3 00  
Emb. 3 50  
Fittings 1 25  
Low Down Elgin or Teutonic, plain 6 00  
Low " emb. 6 50  
Connection 1 25  
Plain Richelieu 4 25  
Emb. 4 50  
Connections 1 25  
Basins, P.O., 14-in. 0 83  
Basins, oval, 17 x 24-in. 1 50  
Basins, " 19 x 15-in. 2 00

#### IRON PIPE.

Black pipe—  
Per 100 feet.  
1 inch 2 03  
" 2 14  
" 2 29  
" 2 87  
" 4 12  
" 5 62  
" 6 75  
" 8 90  
1 1/2 inch 2 03  
" 2 14  
" 2 29  
" 2 87  
" 4 12  
" 5 62  
" 6 75  
" 8 90

Galvanized pipe—  
1 inch 2 86  
" 2 96  
" 3 14  
" 4 02  
" 5 77  
" 7 87  
" 9 45  
" 12 60

Malleable Fittings—Canadian discount 20 per cent.; American discount 35 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 69; flanged unions, lipped, 60; malleable bushings, 57 1/2; nipples, up to 6 in., 70 and 5.

### PLUMBERS' BRASS GOODS.

Standard Compression work, dia. 60 & 10 p.c.  
Cushion work, discount 50 per cent.  
Fuller work, discount 70 per cent.  
6 dozen lots and over of the above, extra discount 10 per cent.  
Lever handle Stops and Waste, discount 60 per cent. With in lots of 2 dozen and over, an extra discount of 10 per cent.  
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.  
Standard Globe, Angle and Check Valves, discount 65 per cent.  
Kerr's special standard globes and angles discount 55 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.  
Kerr's standard brass checks, discount 55 p.c.  
Kerr's standard brass disc steam radiator valves, discount 65 per cent.  
Kerr's Jenkin disc, copper-alloy disc radiator valves, discount 65 per cent.  
Kerr's quick-opening hot-water radiator valves, discount 65 per cent.  
Weber's (Kerr) patent straightway gate valves, brass, discount 50 per cent.  
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 60 and 10 per cent.  
J.M.T. Radiator Valves discount 55 per cent.  
Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.  
No. 1 compression bath cock, net 1 75  
No. 4 " " 1 90  
No. 7 Fuller's " " 2 10  
No. 4 1/2, " " 2 25  
Patent Compression Cushion, basin cock, hot and cold, per doz., \$31; 5 and 10 per cent. discount.  
Patent Compression Cushion, bath cock, No. 2208 2 25  
Square head brass cocks, discount 55 per cent.  
" iron " 50 to 60 " 2 10  
Thompson Smoke-eat Machine \$25.00

### RANGE BOILERS.

Copper, 30 gallon 22 00  
" 35 " 24 00  
" 40 " 28 00  
Discount off copper boilers 15 per cent.

### GALVANIZED IRON RANGE BOILERS.

Capacity Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	5.00	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21.00	24.00
100	29.00	34.00
120	34.00	40.00
144	47.00	55.00



# American Steel & Wire Co.

New York  
Empire Building

Montreal  
N. Y. Life Building

Chicago  
The Rookery

## BARBED WIRE CALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

SOIL PIPE AND FITTINGS.  
Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER. Per lb.  
Bar, half-and-half, guaranteed ..... 0 17½  
Wiping ..... 0 15½  
Refined ..... 0 16½

### PAINTS AND OILS.

COLORS IN OIL.  
1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 06  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

WHITE LEAD. Per 100 lb.  
Pure ..... 4 75  
No. 1 ..... 4 50  
No. 2 ..... 4 25  
No. 3 ..... 3 87½  
No. 4 ..... 3 50  
Munro's Select Flake White ..... 4 75  
Elephant and Decorators' Pure ..... 4 75  
Monarch ..... 5 00  
Decorator's Pure ..... 4 75  
Easex Genuine ..... 4 25  
Sterling Pure ..... 5 00  
Island City Pure ..... 5 00  
Ramsay's Pure Lead ..... 4 75  
Ramsay's Exterior ..... 4 50

RED LEAD.  
Genuine, 560 lb. casks, per cwt. \$4 25  
Genuine, 100 lb. kegs, ..... 4 75  
No. 1, 560 lb. casks, per cwt. .... 4 00  
No. 1, 100 lb. kegs, per cwt. .... 4 25

WHITE ZINC.  
Extra Red Seal ..... 0 06  
French V. M. .... 0 06  
Lehigh ..... 0 06

### DRY WHITE LEAD.

Pure, casks ..... 4 25  
Pure, kegs ..... 4 50  
No. 1, casks ..... 4 00  
No. 1, kegs ..... 4 25

### PREPARED PAINTS.

In ½, ¾ and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60  
The Sherwin-Williams paints ..... 1 35  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
"Globe" barn ..... 60  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
"British Navy deck ..... 1 50  
Henderson & Potts' "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
"Thistle" ..... 1 00  
"Outside, bbls ..... 0 55  
Island City House Paint ..... 1 25  
"Floor" ..... 1 25  
Sterling House Paint ..... 1 20  
"Floor" ..... 1 10  
National ..... 1 05

### PARIS GREEN.

BERGERS' ENGLISH.  
Petroleum, barrels, per lb. .... 0 15½  
Arsenic, kegs ..... 0 15½  
50 and 100-lb. drums ..... 0 16  
25-lb. drums ..... 0 16½  
1-lb. paper boxes ..... 0 17  
1-lb. tins ..... 0 18  
1-lb. paper boxes ..... 0 19  
1-lb. tins ..... 0 20  
Terms—2 per cent. off 30 days, or 90 days net.

### PUTTY.

Bulk in bbls. .... 1 45  
Bulk in less quantity ..... 1 70  
Bladders in bbls. .... 1 70  
Bladders in kegs, boxes or loose ..... 1 85  
25-lb. tins ..... 1 80  
12½ lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

### VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
"rubbing ..... 2 85 3 20  
Gold size, japan ..... 1 50 1 60  
No. 1 brown japan ..... 0 85 0 90  
Elastic oak ..... 1 50  
Furniture, extra ..... 1 10 1 25  
"No. 1 ..... 0 90 1 00  
Hard oil finish ..... 1 35 1 50  
Light oil finish ..... 1 60 1 70  
Damar, white ..... 2 40 2 50  
Shellac, orange ..... 2 30 2 40  
Turpentine, brown japan ..... 1 10 1 20  
"black japan ..... 1 10 1 20  
"No. 1 ..... 0 85 0 90  
Elastilite varnish, 1 gal. can, each ..... 2 00  
Granitine floor finish, per gal. .... 2 75  
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., \$2.50.

### GLUE.

Common ..... 0 08 0 08½  
French medal ..... 0 10 0 14  
White, extra ..... 0 18 0 22  
Gelatine .....  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner .....  
Ground ..... 0 12 0 16  
Cologne, genuine .....  
HARDWARE.

### AMMUNITION.

Cartridges.  
B. B. Caps Dominion, 50 and 5 and 25 per cent. American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c. Central Fire, Military and Sporting, American, add 20 per cent. to list. B. B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Braas Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.75.

### Wads.

Best thick brown or grey felt wads, in ¼-lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ..... 0 99  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 45  
5 and 6 " ..... 1 90

ADZES.  
Discount 20 per cent.

Wright's, 80-lb. and over ..... 0 10½  
Hay Budden, 80-lb. and over ..... 0 09½  
Brook's, 80-lb. and over ..... 0 11½

APPLE PARERS.  
Woodvatt Hudson, per doz., net ..... 4 50  
AUGERS.  
Gilmour's, discount 65 and 5 per cent. off list.

AXES.  
Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, " ..... 10 00 18 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent. .... 5 50 6 00  
Hunters' Axes ..... 6 25 7 00  
Boys' Axes ..... 7 00 12 00  
Splitting Axes ..... 10 00  
Handled Axes

AMERICAN AXE AND TOOL CO.  
Red Ridge, boys, handled. .... 5 75  
"hunters ..... 5 25  
Underhill American Bench Axes, 40 p.c.  
AXLE GREASE.  
Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

BELLS.  
Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

Cow.  
American make, discount 63½ per cent.  
Canadian, discount 45 and 50 per cent.

Door.  
Gongs, Sargent's ..... 5 50 8 00  
"Peterboro", discount 50 and 10 per cent. off new list.

Farm.  
American, each ..... 1 15 3 00  
House.  
American, per lb. .... 0 35 0 40

BELTING.  
Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.  
HITS.  
Auger.  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

Car.  
Gilmour's, 47½ per cent.  
Expansive.  
Clark's, 40 per cent.

Gimlet.  
Clark's, per doz ..... 0 65 0 90  
Diamond, Shell, per doz. .... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

BLIND AND RED STAPLES.  
All sizes, per lb. .... 0 07½ 0 12  
BOLTS AND NUTS  
Carriage Bolts, common (\$1 list) Per cent.  
3-16 and ½ ..... 60 and 10  
5-16 and ¾ ..... 55 and 5  
7-16 and up ..... 55 and 5  
full sq. (\$2.40 list) 60  
Norway Iron (\$3 list) 60

Machine Bolts, all sizes, ½ and less ..... 60  
Machine Bolts, 7-16 and up ..... 60  
Plough Bolts ..... 55 and 5  
Blank Bolts ..... 55 and 5  
Bolt Ends ..... 55 and 5  
Sleigh Shoe Bolts ..... 70  
Coach Screws, cone point ..... 70

Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb., 5½ to 6c.

BOOT CALES.  
Small and medium, ball ..... per M. 4 25  
Small heel ..... 4 50

BRIGHT WIRE GOODS.  
Discount 82½ per cent.  
BUTCHERS' CLEAVERS.  
German ..... per doz. 6 00 9 00  
American ..... 12 00 18 00

BUTCHER KNIVES.  
Bailey's ..... per doz. 0 60 6 30

### BUILDING PAPER, ETC

Tarred Felt, per 100 lb. .... 1 85  
Ready roofing, 2-ply; not under 45 lb. per roll ..... 0 90  
Ready roofing, 3-ply, not under 65 lb., per roll ..... 1 15  
Carpet Felt ..... per ton 45 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Sheathing ..... per roll, 400 sq. ft. 0 40  
Tar ..... 400 " 0 50  
Dry Fibre ..... 400 " 0 55  
Tarred Fibre ..... 400 " 0 65  
O. K. & I. X. L. .... 400 " 0 70  
Resin-sized ..... 400 " 0 45  
Oiled Sheathing ..... 600 " 1 00  
Oiled ..... 400 " 0 70  
Roof Coating, in barrels ..... per gal. 0 17  
Roof ..... small packages ..... 0 25  
Refined Tar ..... per barrel 5 00  
Coal Tar ..... per gal. 4 00  
Coal Tar, less than barrels ..... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 1 00  
Slater's felt ..... per roll 0 60

### BULL RINGS.

Copper, \$2.00 for 2½-inch, and \$1.9 or 2-inch.

### BUTTS.

Wrought Brass, net revised list.  
Cast Iron.  
Loose Pin, discount 60 per cent.  
Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

### CARPET STRETCHERS.

American ..... per doz. 1 00 1 50  
Bullard's ..... 6 50

### CASTORS.

Bed, new list, discount 55 to 57½ per cent.  
Plate, discount 52½ to 57½ per cent.

### CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50 8 50

### CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 60 0 85  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

### CHISELS.

Socket, Framing and Firmer.  
Broad's, discount 60 and 10 per cent.  
Warnock's, discount 50 and 10 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent.

### FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz \$4 00  
" " 25c. pkgs., " 2 00  
" " 10c. " 75  
" " 25-lb. pall, each 1 80  
Poultry Foods, 25c. packages ..... 1 25  
Cough Powders, per doz. .... 1 25  
Worm ..... 1 25  
Internation l Stock Foods, \$1 packages, per doz. .... 8 00  
International Stock Foods, per pall ..... 2 15  
" " per bbl. .... 10 50  
" Poultry " \$1pkgs. per doz. 8 00  
" Worm Powders, 50c. pkgs. 4 00  
" Pine Healing Oil, per doz ..... 8 00  
" Pheno-Chloro, \$1pkgs. per doz 8 00  
" Hoof Ointment ..... 8 00  
" Compound Absorbent ..... 16 00  
Also 25c. pkgs. at \$2 per doz. 50c. pkgs. at 4 per doz

### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent



# An Every Day Occurrence With Us

is the receipt of letters from customers who have used our Wire Edged Ready Roofing and who are so well pleased with the material that they want more.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

CONDUCTOR PIPE.				GAUGES.				Clothes line, No. 61..				Cabinet.						
Plain or Corrugated.				Marking, Mortise, Etc.				Harnes.....				Eagle, discount 30 per cent.						
1-inch.....	per 100 feet	3 00		Stanley's, discount 50 to 55 per cent.				Hat and coat.....				Padlocks.						
3 ".....	"	4 00		Wire Gauges.				Chandelier.....				English and Am.....						
4 ".....	"	5 25		Winn's, Nos. 25 to 33.....				Wrought Iron.				Eagle, discount 20 to 25 per cent.						
5 ".....	"	6 75		GILLET'S POWDERED LYE.				Canadian dis-				MACHINE SCREWS.						
6 ".....	"	9 00		1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.				count 60 per cent.				Flat head, discount 25 per cent.						
CRADLES, GRAIN.				HALTERS.				Wire.				Round head, discount 20 per cent.						
Canadian, discount 20 to 25 per cent.				Rope, 1-inch.....				Hat and coat, discount 60 per cent.				<b>MALLETS.</b>						
<b>CROSSCUT SAW HANDLES.</b>				Rope, 1 to 1 1/2-inch.....				Belt.....				Tinmiths'.....						
S. & D., No. 3.....	per pair	0 17 1/2		Leather, 1-inch.....				Screw, bright, discount 60 per cent.				Carpenters', hickory.....						
S. & D., " 5.....	"	0 22 1/2		Leather, 1 1/2 ".....				HORSE NAILS.				Lignum Vitae.....						
S. & D., " 6.....	"	0 15		Web.....				"P.B." Brand, 55 to 60 per cent.				Canadian.....						
Boynton pattern.....	"	0 20		<b>HAMMERS.</b>				"C" brand, 40, 10 and 7 1/2 per cent. off list { Oval head				<b>MATTOKES.</b>						
<b>DOOR SPRINGS.</b>				Nail.				"M" brand, 55, per cent.				American, discount 3 1/2 per cent.						
Torrey's Rod.....	per doz.	1 85		Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.				"Monarch," 50 and 7 1/2 per cent.				German, 15 per cent.						
Coil, 9 to 11 in.....	"	0 95		Tack.				"Peerless" 50 per cent. dia.				Gem.....						
English.....	"	2 00		Sledge.				F.O.B. Montreal				Discount 25 per cent.						
<b>DRAW KNIVES.</b>				Canadian.....				Add 15c. Toronto, Hamilton, Guelph.				<b>MILK CAN TRIMMINGS.</b>						
Coach and Wagon, discount 50 per cent.				Ball Peen.				JAPANNED WARE.				NAILS. Cut. Wire.						
Carpenters' discount 60 and 10 per cent.				English and Canadian, per lb. 0 22 1/2 0 25				50 per cent.				2d.....						
<b>DRILLS.</b>				<b>HANDLES.</b>				PICKS.				3d.....						
Hand and Breast.				Axe, 2nd growth, per doz. net				per doz. 3 00 3 25				4 and 5d.....						
Miller's Falls, per doz., net list.				Store door.....				KETTLES.				6 and 7d.....						
<b>DRILL BITS.</b>				Fork.				Brass spun 7 1/2 per cent. discount off new list.				8 and 9d.....						
Morse, discount 37 1/2 to 40 per cent.				C. & B., discount 40 per cent., revised list.				Copper.....				10 and 12d.....						
Standard, discount 50 and 5 to 55 per cent.				Hoe.				per lb. 0 30 0 50				15 and 20d.....						
<b>FAUCETS.</b>				C. & B., discount 40 per cent., revised list.				American, 60 and 10 to 85 and 5 per cent.				30, 40, 50 and 60d (base)						
Common, cork-lined, discount 35 per cent.				Saw.				KEYS.				Cut nails in carlots 5c. less.						
<b>EAVETROUGHS.</b>				American.....				Lock, Canadian dis. 40 to 40 and 10 per cent.				Wire nails in carlots are \$2.20 (base).						
10-inch.....	per 100 ft.	10 00		Plane.				Cabinet, trunk and padlock.				Steel cut nails 10c. extra.						
<b>ELBOWS (stovepipe.)</b>				Hammer and Hatchet.				American.....				Miscellaneous wire nails, discount 75 per cent.						
5 and 6-inch, common.....	per doz.	1 20		Canadian, discount 40 per cent.				Knobs.				Coopers' nails, discount 30 per cent.						
7-inch.....	"	1 35		<b>HANGERS.</b>				Door, japanned and N.P., per doz.				NAIL PULLERS.						
Polished, 15c. per dozen extra.				No. 11, 5-foot run.....				Bronze, Berlin.....				German and American.....						
<b>ESCUTCHEONS.</b>				Stearns, 4-inch.....				Shutter, porcelain, F. & L.				NAIL SETS.						
Discount 50 and 10 per cent., new list				5-inch.....				screw.....				Square, round and octagon,						
<b>ESCUTCHEON PINS.</b>				Zenith.....				White door knobs.....				per gross.....						
Iron, discount 40 per cent.				Lane's covered—				HAY KNIVES.				Diamond.....						
<b>FACTORY MILK CANS.</b>				No. 11, 5-foot run.....				Net prices.				POULTRY NETTING.						
Discount off revised list, 40 per cent.				No. 12, 10-foot run.....				LAMP WICKS.				2-in. Mesh, 19 w.g., dis. 60 per cent.						
<b>FILES AND RASPS.</b>				No. 14, 15-foot run.....				Discount, 80 per cent.				2-in. Mesh 16 w.g. and heavier, 50 p.a.						
Great Western.....	70 and 10	per cent.		Steel, covered.....				LADDERS, EXTENSION.				OAKUM.						
Arode.....	70 " 10 "	"		" track, 1 x 3-16 in (100 ft).....				Waggoner Extension Ladders, dis. 40 per cent.				U. S. Navy.....						
Kearney & Foot.....	70 " 10 "	"		" 1 1/2 x 3-16 in (100 ft).....				LANterns.				Plumbers.....						
Diaston's.....	70 " 10 "	"		<b>HARVEST TOOLS.</b>				Cold Blast.....				Oil barrel						
American.....	70 " 10 "	"		Discount 60 per cent.				No. 3, "Wright's".....				McClary's Model galvanized						
J. Barton Smith.....	70 " 10 "	"		<b>HATCHETS.</b>				Ordinary, with O burner.....				oil can, with pump, 5 gallon,						
McClellan.....	70 " 10 "	"		Canadian, discount 40 to 42 1/2 per cent.				Dashboard, cold blast.....				per dozen.....						
Eagle.....	70 " 10 "	"		Shingle, Red Ridge 1, per doz.....				No. 0.....				Davidson oilers, discount 40 per cent.						
Nicholson, 60 and 10 to 60, 10 and 5	70 " 10 "	"		2, ".....				Japanning, 50c. per doz. extra.				Zinc and tin, discount 50, 50 and 10 per cent.						
Royal.....	80 " 10 "	"		Barrel, Underhill.....				LEMON SQUEEZERS.				Copper.....						
Globe.....	70 to 75 "	"		<b>HAT ENAMEL.</b>				Porcelain lined.....				per doz. 1 25 3 50						
Black Diamond, 6 and 10 to 60, 10 and 5 per cent.				Henderson & Potts' "Anchor Brand"				Galvanized.....				Brass.....						
Jowitt's, English list, 25 to 27 1/2 per cent.				<b>HINGES.</b>				King, wood.....				Malleable, discount 25 per cent.						
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50				Blind, Parker's, discount 60 per cent.				King, glass.....				GALVANIZED PAIRS.						
<b>GLASS.</b>				Heavy T and strap, 4-in., per lb.....				All glass.....				Dufferin pattern pairs, discount 47 1/2 per cent.						
Window. Box Price.				Light T and strap, discount 65 and 5 per cent.				LAWN MOWERS FOR 1905.				Flaring pattern, discount 47 1/2 per cent.						
Size United	Per	Per	D. Diamond	Screw hook and hinge—				Woodyatt, 10 1/2-in., 14-in. cut \$ 3 50 to \$11 00				Galvanized washtubs, discount 47 1/2 per cent.						
Inches.	50 ft.	100 ft.	50 ft. 100 ft.	6 to 10 in.....				Star, 9-in.....				PICTURE WIRE.						
Under 26.....	3 80	5 06		12 in. up.....				Daisy, 8-in.....				Tin and gilt, discount 75 per cent.						
26 to 40.....	4 00	5 44		Spring, No. 20, per gro. pairs.....				Philadelphia, 7 1/2-in.....				PINE TAR.						
41 to 50.....	4 50	6 56		Spring, Woodyatt pattern, per gro. No. 5, \$17.50; No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.				Woodyatt, 10 1/2-in., ball bearing 13 25 to 18 00				1 pint in tins.....						
51 to 60.....	4 75	7 50		<b>HOSES.</b>				Grass Boxes.....				per gross.....						
61 to 70.....	5 00	8 62		Garden, Mortar, etc.				Woodyatt, 12-in., 14-in. cut 9 00 to 10 00				Tin and gilt, discount 75 per cent.						
71 to 80.....	5 30	9 38		Planter.....				Horse Lawn Mowers, "Special."				PICTURE NAILS.						
81 to 85.....	5 38	10 75						Discount, 50 per cent., with freight concessions in quantity shipments.				Porcelain head.....						
86 to 90.....	5 38	12 30		<b>HOLLOW WARE.</b>				Maxwell & Sons:				Brass head.....						
91 to 95.....	5 38	15 00		Tinned cast, 35 per cent.				10 1/2-in. high wheel.....				1 35 1 50						
96 to 100.....	5 38	18 00		<b>HOOKS.</b>				9-in.....				0 40 1 00						
		18 00		Cast Iron.				8-in.....				WOOD BENCH, Canadian discount 40 per cent., American discount 50 per cent.						
		18 00		Bird sage.....				Discount 50 per cent.				Wood, fancy Canadian or America 37 40 per cent.						
		18 00		per doz. 0 50 1 10				Canadian, 50 to 60 and 10 per cent.										
		18 00						Russell & Erwin.....										
		18 00						per doz.										



TURNED 2 Cuts To Owner

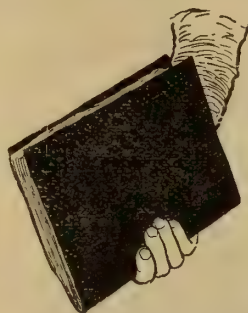
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Book 29

Page 38



# The Champion Filing Device



## Vertical System of Filing.

The illustration shows the style used by order departments and considered by business men the "Acme of Filing Devices." All correspondence filed vertically (on edge) in a Manilla Folder, so that the correspondence of any one concern is **always together** and can be referred to instantly. A card will bring a circular. Now's the time to write.

Full Line of Office Furniture and Labor-saving Devices in Stock

## The Office Specialty Mfg. Co.

LIMITED

Factory: Newmarket.

97-105 Wellington St. W., Toronto.

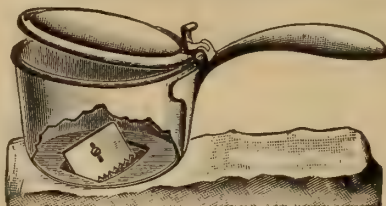
COME AND SEE OUR NEW PREMISES

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>STAPLES.</b>		<b>ENAMELLED WARE.</b>	
English	per doz. 2 00	5 00	Bronzed iron with hooks	per 1,000	7 50	White, Princess, Turquoise, Blue and White	discount 50 per cent.
<b>PLIERS AND NIPPERS.</b>			"Eureka" tinned steel, hooks	"	8 00	Diamond, Famous, Premier, discount 50 and 10 per cent.	
Button's genuine, per doz. pairs,	discount		<b>SAWS.</b>			Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.	
37 1/2 to 40 per cent.			Hand, Diston's, discount 12 1/2 per cent			Premier steel ware, 40 per cent.	
Button's imitation, per doz.	5 00	9 00	S. & D., discount 40 per cent.			"Star" decorated steel and decorated whit	25 per cent.
German	0 60	0 60	Crosscut, Diston's, per foot	0 35	0 55	<b>WIRE.</b>	
<b>PRESSED SPIKES.</b>			S. & D., discount 35 per cent. on Nos. 2 and 3.	2 75		<b>Smooth Steel Wire.</b>	
Discount 20 per cent.			Hack, complete, each	0 75	2 75	No. 9-9 gauge	\$2 25
<b>PULLEYS.</b>			" frame only	0 50	1 25	10 "	60 extra.
Hothouse	per doz.	0 55	<b>SASH WEIGHTS.</b>			11 "	12c.
Axle	"	0 22	Sectional	per 100 lb.	2 00	12 "	20c.
Screw	"	0 27	Solid	"	1 50	13 "	30c.
Awning	"	0 35	Per lb.	SASH CORD.	0 28	14 "	40c.
<b>PUMPS.</b>					0 30	15 "	55c.
Canadian cistern	1 80	3 60	<b>SAW SETS.</b>			16 "	70c.
Canadian pitcher spout	1 40	2 10	Lincoln and Whiting	per doz.	4 75	<b>STOVEPIPER.</b>	
<b>PUNCHES.</b>			Hand Sets, Perfect	"	4 00	5 and 6 inch, per 100 lengths	7 00
Saddler's	per doz.	1 00	X-Out Sets,	"	7 50	7 inch	7 50
Conductor's	"	3 00	<b>SCALES.</b>			<b>TACKS, BRADS, ETC.</b>	
Finners, solid	per set	0 72	Gurney Standard, 40 per cent.			Carpet tacks, blued	80 and 15
" hollow	per inch	1 00	Gurney Champion, 50 per cent.			" tinned	80 and 20
<b>RAKES.</b>			Burrow, Stewart & Milne—			" (in kegs)	40
Wood	per doz. net	1 20 up.	Imperial Standard, discount 40 per cent.			Cut tacks, blued, in dozens only	80
<b>RAZORS.</b>			Weight Beams, discount 35 per cent.			" weights	60
per doz.			Champion Scales, discount 50 per cent.			Swedes cut tacks, blued and tinned—	
Elliott's	4 00	18 00	Fairbanks standard, discount 35 per cent.			In bulk	80 and 10
Geo. Butler's & Co.'s	4 00	18 00	" Dominion, discount 55 per cent.			In dozens	75
Boker's	7 50	11 00	" Richelieu, discount 55 per cent.			Swedes, upholsterers', bulk	85, 12 1/2 and 12 1/2
" King Cutter	13 50	18 50	Warren's new Standard, discount 40 per cent.			brush, blued and tinned	70
Wade & Butcher's	3 60	10 00	" Champion, discount 50 per cent.			Swedes, gimp, blued, tinned and	75 and 12 1/2
Carbo Magneto		15 00	" Weightbeams, discount 35 per cent.			japanned	35
Griffon Barber's Favorite		10 75	<b>SCREW DRIVERS.</b>			Zinc tacks	55
Griffon No. 65		13 00	Sargent's	per doz.	0 65	Leather carpet tacks	50
Griffon Safety Razors		13 50	<b>SCREEN DOORS.</b>		1 00	Copper tacks	50
Griffon Stropping Machines		13 50	Common doors, 2 or 3 panel, walnut			Copper nails	52 1/2
Lewis Bros. "Klean Cutter"	8 50	10 50	stained, 4-in. style	per doz.	6 50	Trunk nails, black	65 and 5
Hindoo	10 50	14 00	Common doors, 2 or 3 panel, yellow and			Trunk nails, tinned	65 and 10
Orgsteom's Swedish	3 50	10 00	green stained, 4-in. style	per doz.	6 75	Clout nails, blued	65 and 5
Henckel's	7 50	20 00	Common doors, 2 or 3 panel, in natural			Patent brads	35
Clauss, 50 and 10 per cent.			colors, oil finish	per dozen less.	8 75	Fine finishing	40
Clauss Strops, 50 and 10 per cent.			3-in. style 20c. per dozen less.			Lining tacks, in papers	10
<b>REGISTERS.</b>			<b>SCREWS.</b>			" in bulk	15
Discount 40 per cent.			Wood, F. H., bright and steel, discount 87 1/2			" solid heads, in bulk	75
<b>RIVETS AND BURS.</b>			Wood, R. H., bright, dis. 82 1/2 per cent.			Saddle nails, in papers	10
Iron Rivets, black and tinned, 60 and 10 p c.			" F. H., brass, dis. 80 per cent.			" in bulk	15
Iron Burrs, discount 60 and 10 per cent.			" R. H., dis. 75 per cent.			Tuffing buttons, 22 line, in doz-	60
Copper Rivets, with usual proportion burrs, 45			" F. H., bronze, dis. 75 per cent.			ens only	60
per cent.			" R. H., dis. 70 per cent.			Zinc glaziers' points	90 and 10
Copper Burrs only, discount 30 and 10 per cent.			Drive Screws, dis. 87 1/2 per cent.			Double pointed tacks, papers	40
Extras on Tinned or Coppered Rivets, 1-lb.			Bench, wood	per doz.	3 25	Clinch and duck rivets	45
packages 1c. per lb.; 1-lb. packages 2c. lb.			" iron	"	4 25	<b>TAPE LINES.</b>	
<b>RIVET SETS.</b>			Set, case hardened, dis. 60 per cent.			English, ass skin	per doz. 2 75
Canadian, discount 35 to 37 1/2 per cent.			Square Cap, dis. 50 and 5 per cent.			English, Patent Leather	5 50
<b>ROPE, ETC.</b>			Hexagon Cap, dis. 45 per cent.			Chesterman's	each 0 90
Sisal	0 11		<b>SCYTHES.</b>			steel	each 0 80
Pure Manila	0 14		Per doz. net	6 00	9 00	<b>TINNERS' SNIPS.</b>	
"British" Manila	0 11		<b>SCYTHE SNATHS.</b>			Per doz.	3 00
Cotton, 3-16 inch and larger	0 21		Canadian, discount 40 per cent.			Clauss, discount 35 per cent.	15 00
" 5-32 inch	0 25		<b>SHEARS.</b>			<b>THERMOMETERS.</b>	
" 1 inch	0 25		Clauss, nickel, discount 30 per cent.			Tin case and dairy, 75 to 75 and 10 per cent.	
Russia Deep Sea	0 16		Clauss, Japan, discount 87 1/2 per cent.			<b>TRAPS (steel).</b>	
Jute	0 09		Clauss, tailors, discount 40 per cent.			Game, Newhouse, discount 25 per cent.	
Lath Yarn, single	0 10		Seymour's, discount 50 and 10 per cent.			Game, H. & N., P. S. & W., 65 per cent.	
" double	0 10 1/2		<b>SHOVELS AND SPADES.</b>			Game, steel, 7 1/2, 15 per cent.	
Sisal bed cord, 48 feet	per doz.	0 65	Canadian, discount 45 per cent.			<b>TROWELS.</b>	
" 60 feet	"	0 80	<b>SINKS.</b>			Disston's, discount 10 per cent.	
" 72 feet	"	0 95	Castiron, 16 x 24		0 85	German	per doz. 4 75
<b>RULES.</b>			" 18 x 30		1 00	S. & D., discount 35 per cent.	6 00
Boxwood, discount 70 per cent.			" 18 x 36		1 40	<b>TWINES.</b>	
Ivory, discount 20 to 25 per cent.			<b>SNAPS.</b>			Bag, Russian	per lb. 0 27
<b>SAD IRONS.</b>			Harness, German, discount 25 per cent.			Wrapping, cotton, 3-ply	0 24
Mrs. Potts, No. 55, polished	per set	0 80	Lock, Andrews	4 50	11 50	" 4-ply	0 27
No. 50, nickel-plated	"	0 90	<b>SOLDERING IRONS.</b>			Mattress	per lb. 0 33
Common, plain	4 50		1, 1 1/2-lb.	per lb.	0 37	Staging	0 27
" plated	5 50		2-lb. or over	"	0 34	<b>VISES.</b>	
<b>SAND AND EMERY PAPER.</b>			<b>SQUARES.</b>			Wright's	0 13 1/2
R. & A. sand, discount, 40 and 5 per cent			Iron, No. 492	per doz.	1 90	Brook's	0 12 1/2
Emery, discount 40 per cent.			" No. 493	"	2 40	Pipe Vise, Hinge, No. 1	3 50
Extra (Burton's), 5 to 10 per cent. advance			" No. 494	"	3 25	No. 2	5 50
on Net			Steel, discount 60 and 5 to 65 per cent.			Saw Vise	4 50
			Try and Bevel, discount 50 to 52 1/2 per cent.			Columbia Hardware Co.	9 00
			<b>STAMPED WARE.</b>			Blacksmiths' (discount) 60 per cent.	
			Plain, discount 75 and 12 1/2 per cent. off re-			parallel (discount) 45 per cent.	
			vised list.				
			Retinned, discount 75 per cent. off revised list				



STANDARD  
FOR QUALITY**"ENTERPRISE"****ICE SHREDDERS**

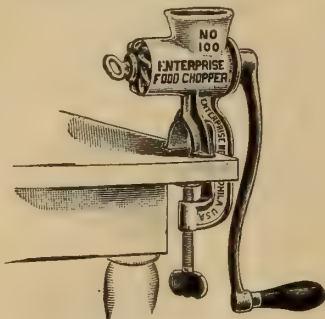
For Shaving Ice, Coarse or Fine.



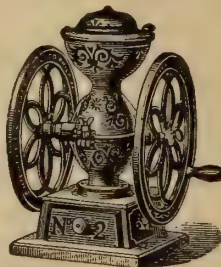
Per Doz.  
No. 33, Tinned, - \$6.00  
No. 34, Nickered, - 15.00

**LAWN SPRINKLER**

No. 1, - \$3.50

**FOOD CHOPPERS**

No. 100 - \$1.50  
No. 300 - 2.25

**Rapid Grinding and  
Pulverizing Mills**  
45 Sizes and Styles for Hand, Steam and  
Electric Power.


No. 2, - \$3.75

**CHERRY STONERS**

5 Sizes and Styles, Tinned or Japanned



No. 1, - \$7.50 per Doz.

ORDER THROUGH YOUR JOBBER.

CATALOGUE MAILED FREE.

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U. S. A.

**INDEX TO ADVERTISERS.**

<b>A</b>	<b>E</b>	<b>L</b>	<b>Q</b>
Acme Lathe & Products Co. .... 49	Enterprise Mfg. Co. .... 58	Leslie, A. C., & Co. .... 31	Queen City Oil Co. .... 42
Adams Co. .... 47	Erie Specialty Co. .... 80	Lewis Bros. & Co. .... 32	
Alabastine Co. .... 42		Lewis, Rice, & Son, inside front cover	<b>R</b>
American Shearer Mfg. Co. .... 60		London Rolling Mill Co. inside back cover	Ramsay, A., & Son Co. .... 19, 46
American Steel and Wire Co. .... 54		Loughhead, J. S. Co. .... 46	Ridgely Trimmer Co. .... 53
Anglo-Canadian Supply Co. .... 52		Lufkin Rule Co. .... inside back cover	
Armstrong Bros. .... 49	<b>F</b>	Luxfer Prism Co. .... 47	<b>S</b>
Atlas Mfg. Co. .... 52	Falkner, H. F. .... 53	Lyssagt, John. .... outside front cover	Sadler & Haworth .... outside back cover
Auer Light Co. .... 19	Falk, Stadelmann & Co. .... 39		Samuel, M., & L., Benjamin, & Co. .... 2
Australasian Hardware, inside back cover	Fairbanks Co. .... 47		Sanderson-Harold Co. .... 41
	Frothingham & Workman .... 36		Sayer Electric Co. .... 39
<b>B</b>		<b>M</b>	Scott, Greenwood & Co. .... 52
Barnett, G. & H. Co. .... outside back cover	<b>G</b>	Maple Leaf Harvest Tool Co. .... 5	Sells Commercial .... 6
Batty Stove and Hardware Co. .... 17	Gibb, Alexander. .... 23, 50	Mast, J. M., Mfg. Co. .... 32	Seymour, Henry T., Shear Co. .... 46
Berry Bros. .... 41	Gies, Philip. .... 17	Maxwell, D., & Sons. .... 6	Sharratt & Newth. .... 4
Bird, J. A. & W., & Co. .... 19	Gilbertson, W., & Co. .... 32	McArthur, Alex., & Co. .... 54	Shaw, A., & Son. .... 46
Birkett, Thos., & Son Co. .... 1	Gillet, E. W., Co., Ltd. .... 19	McArthur, Corneille & Co. .... 41	Sherwin-Williams Co. .... 11
Booth Copper Co. .... 60	Glauber Brass Co. .... 16	McCaskill, Dougall & Co. .... 43	Silberstein, A. L., & Co. .... 1
Bradstreet's. .... 60	Greening, B., Wire Co. .... 4	McClary Mfg. Co. .... 24	Smith & Hemenway Co. .... 17
Bullard Automatic Wrench Co. .... 17	Grose, Walter. .... 32	McDougall, E., Co. .... 31	Solarine Metal Polish. .... 53
Butler, Geo., & Co. .... 45	Grove Chemical Co. .... 43	McGregor-Banwell Fence Co. .... 37	Standard Ideal Sanitary Co. .... 14
<b>C</b>	Gurney Foundry Co. .... 31		Standard Paint and Varnish Works. .... 43
Canada Cycle and Motor Co. .... 23	Gutta Percha and Rubber Mfg. Co. .... 31		St. George, H. E. .... 43
Canada Foundry Co. .... 49		<b>Mo</b>	Summers, John, & Sons. .... 52
Canada Iron Furnace Co. .... 31		McArthur, Alex., & Co. .... 54	
Canada Metal Co. .... 40	<b>H</b>	McArthur, Corneille & Co. .... 41	<b>T</b>
Canada Paint Co. .... 54	Harrington & Richardson Arms Co. .... 49	McCaskill, Dougall & Co. .... 43	Taylor-Forbes Co. .... outside front cover
Canada Paper Co. .... 32	Heinisch, R., Sons Co. .... 46	McClary Mfg. Co. .... 24	Thompson, B. & S. H., Co. outside back cover
Canadian Aluminum Works .... 24	Henderson, J. A. .... 6	McDougall, E., Co. .... 31	Thorne, R. E. .... 15
Canadian Cordage and Mfg. Co. .... 8	Hobbs Mfg. Co. .... 45		Turnbull & Henderson .... 42
Canadian Rubber Co. .... 8	Howland, H. S., Sons & Co. .... 13	<b>N</b>	
Canadian Sewer Pipe Co. .... 16	Hyde, F. & Co. .... 31	Newman, W., & Sons. .... 6	<b>U</b>
Claus Shear Co. .... 49		Nicklin, John, & Co. .... 39	United Factories. .... 37
Consolidated Plate, Glass Co. .... 43	<b>I</b>	North Bros. Mfg. Co. .... 1	<b>W</b>
Consumers' Cordage Co. .... 7	Imperial Varnish and Color Co. .... 40	Nova Scotia Steel and Coal Co. .... 31	Wallace Barnes Co. .... 6
Contract Record. .... 60	International Stock Food Co. .... inside back cover		Walter, E. F., & Co. .... 4
Covert Mfg. Co. .... 60	Iver Johnson Arms and Cycle Works. .... 12	<b>O</b>	Welsh Tinplate & Metal Stamping Co. .... 47
Cullen, Orian Clyde .... 6		Oakey, John, & Sons. .... 52	Western Wire Nail Co. .... 32
Cutts, C. M., & Co. .... 53	<b>J</b>	Office Specialty Mfg. Co. .... 57	Wilcox Mfg. Co. .... 19
	Jackson, C. F., & Co. .... 31	Onda Community .... 47	Wright, E. T., & Co. .... 6
<b>D</b>	Jardine, A. B., & Co. .... 16	Ontario Lantern and Lamp Co. .... 50	
Davidson, Thos., Mfg. Co. .... 2	Jenking, A. O. .... 53	Ontario Silver Co. .... 6	
Deserono Iron Co. .... 31	Johnston, Rd., Clapham & Morris. .... 39	Ontario Tack Co. .... 49	
Dods, P. D., & Co. .... 43		Ontario Wind Engine and Pump Co. .... 43	
Dominion Belting Co. .... 49	<b>K</b>	<b>P</b>	
Dominion Wire Mfg. Co. .... 4	Kemp Mfg. Co. .... 8	Page-Hersey Iron and Tube Co. .... 17	
Dorken Bros. & Co. .... outside front cover	Kerr Engine Co. .... 17	Page Wire Fence Co. .... 39	
Dowdell Mfg. Co. .... 4		Paterson Mfg. Co. .... 58	
		Penberthy Injector Co. .... 31	
		Phillips, Chas. D. .... 49	



## CLASSIFIED LIST OF ADVERTISEMENTS.

**Accountants and Auditors.**

Hoskins, David, Toronto.  
Jenkins & Hardy, Toronto.

**Aluminum Castings.**

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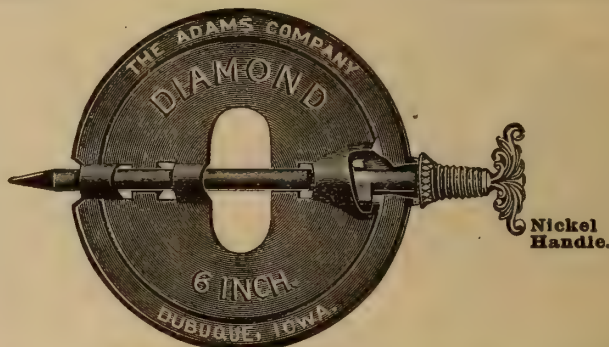
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TORONTO



## Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

### SUBSCRIPTION \$1.25 PER ANNUM,

post free to any part of the world.

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Est. 1868.

Inc. 1895.

# Black Diamond File Works

## G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

TRADE MARK



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895



WALTER GROSE, SELLING AGENT FOR  
THE DOMINION.

# "Redstone" Sheet Packing

For use in highest pressures for Steam, Hot or Cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

Manufactured solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.**  
OF TORONTO, LIMITED.

Temporary Offices:

15 East Wellington Street, Toronto.

Branches—MONTREAL, WINNIPEG.

# The "Newmarket" Power Horse Clipper

Made by

Burman & Sons Ltd., Birmingham, Eng.

This machine is strongly and soundly built, guaranteed perfect and has been adopted by His Majesty's War Office. The Driving Wheel is 28 inches, giving a speed of 2800 cuts per minute.

The Flexible Shaft is 6 feet long, covered with waterproof canvas hose and long enough for operator to get at all parts of the horse.

Write for Prices and Other Particulars

## B. & S. H. THOMPSON & Co.

LIMITED

53 St. Sulpice Street, MONTREAL

## SADLER & HAWORTH

"Extra"

"Standard"

**HIGH - CLASS**  
**LEATHER - BELTING**

Begin the  
New Year right  
by ordering our  
Belting.

"Diamond" "Agricultural"

WAREHOUSES & FACTORIES  
AT  
MONTREAL and TORONTO.



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Machinery,  
Heating and Plumbing Trades in Canada.

VOL. XVII.

MONTREAL AND TORONTO, FEBRUARY 4, 1905

NO. 5

**EMERSON'S**  
CARVERS  
CASED GOODS  
TABLE CUTLERY  
BUTCHERS'  
HUNTING &  
POCKET KNIVES  
**CUTLERY.**

TRADE MARKS  
THE MURRAY  
THE INVICTA  
EL DORADO  
CAMBRIDGE & CO.  
ENGLAND  
SHEFFIELD

FOR SALE BY LEADING WHOLESALE HOUSES.



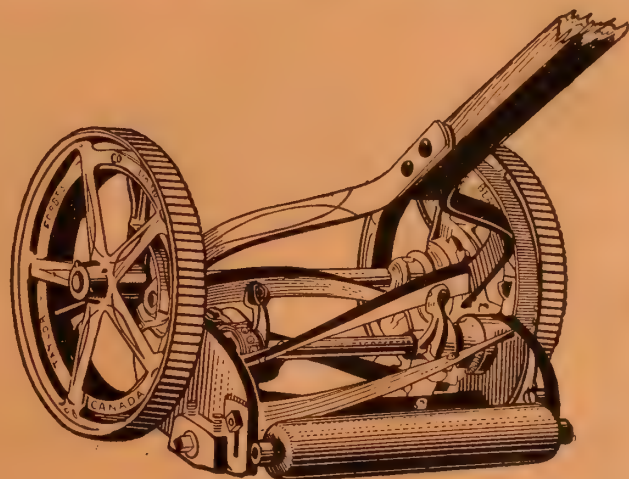
## "FLEUR DE LIS" GALVANIZED IRON

Equal to any but "Queen's Head."  
Every sheet guaranteed.

JOHN LYSAGHT, Limited, Makers, A. C. LESLIE & CO., MONTREAL  
BRISTOL, ENG. Managers Canadian Branch.

## HIGH-GRADE "Empress" Lawn Mower.

The "Empress" is distinguished in being  
**Ball-Bearing.** The only ball-bearing Mower  
made in Canada.



The "EMPRESS"—Ball-bearing.

KNIVES made of the very best STEEL; CUPS for cage balls, and CONES are case hardened. Every part is BRITISH MADE—No United States goods used. Patented in Canada, United States and Great Britain. Made in 12, 14, 16, 18, 20 inch. A High-Grade Mower for best trade. Send for Catalogue C—tells all about it.

ORDER EARLY FROM YOUR JOBBER

## Taylor-Forbes Company

Montreal Branch :  
9 De Bresoles St.

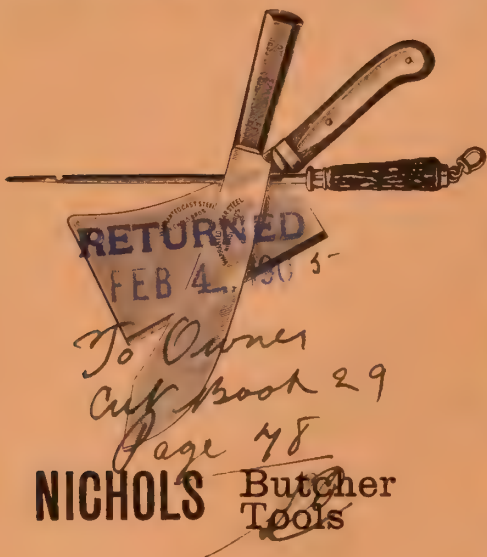
The Largest Manufacturers of Hardware in Canada.

LIMITED.

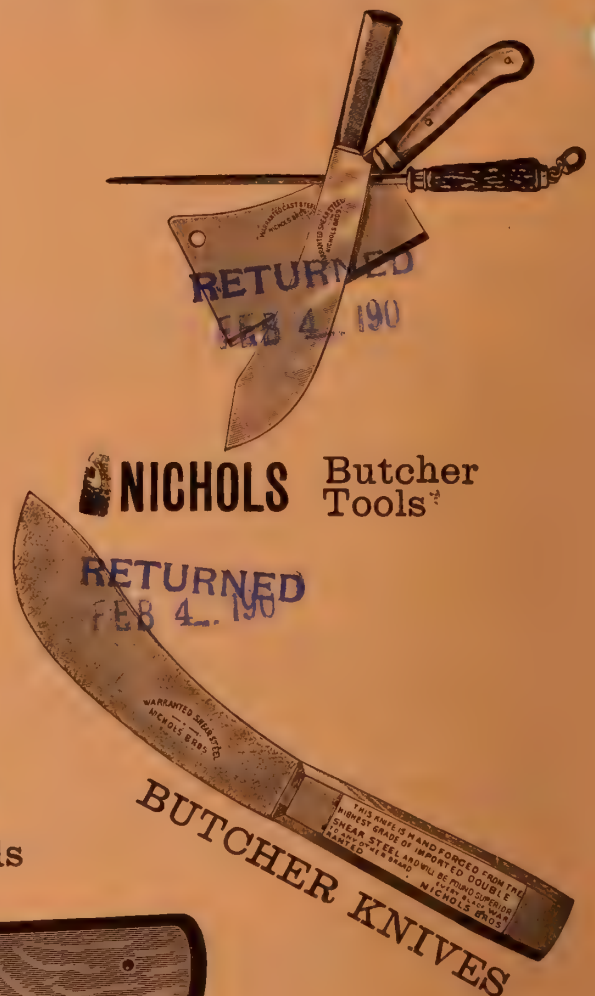
GUELPH, CANADA



# BUTCHERS' TOOLS



Butcher Steels



JOSEPH RODGERS & SONS  
ENGLISH



BUTCHER  
KNIVES



BUTCHER SAWS

Write for trade prices.

**RICE LEWIS & SON**  
LIMITED  
**TORONTO.**

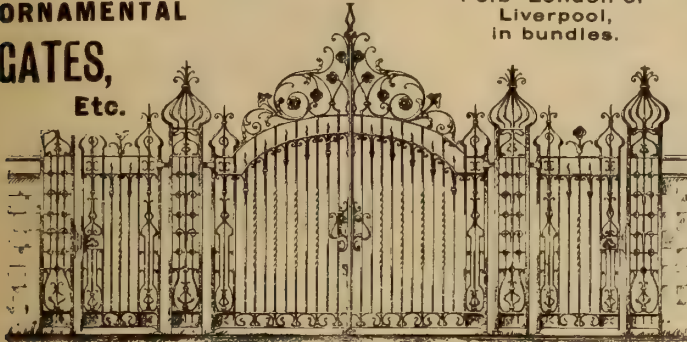


# BAYLISS, JONES & BAYLISS, Ld.

MANUFACTURERS OF  
PATENT SELF-ADJUSTING, ROUND-BAR, UNCLIMBABLE  
**RAILING.**  
No. F251B, with BLUNT POINTS.



PLAIN AND  
ORNAMENTAL  
GATES,  
Etc.



Also Manufacturers of IRON AND WIRE FENCING,  
BOLTS, PATENT NUTS, TIE-BARS, Etc. Catalogue Free.

VICTORIA WORKS:— **WOLVERHAMPTON, (ENGLAND).**  
LONDON OFFICES AND SHOWROOMS: 139 and 141 CANNON ST., E.C.

Don't forget to get our  
prices for 

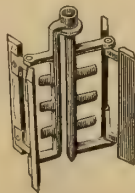
## SPRING GOODS

BEFORE BUYING

Lawn Mowers, Lawn Rakes,  
Rubber Hose, Harvest Tools,  
Shovels and Spades, Paris  
Green, Green Wire Cloth,  
Churns, Wheelbarrows. . . .

Builders' and Lumbermen's Supplies Always  
on Hand

**THOS. BIRKETT & SON CO.,**  
LIMITED  
**OTTAWA, ONT.**



### "AMERICAN" (2 in 1) **TWIN FREEZERS**

Freezes two flavors of Ice Cream or an Ice or Sherbet  
and Ice Cream at one and same time, in one Freezer.  
Something entirely new. Never done before.

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, P.A.

"LIGHTNING"



"GEM"

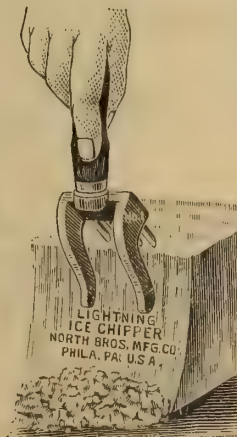


"BLIZZARD"



**THE BEST ICE CREAM FREEZERS** in practical use, because convenient,  
ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts  
with little bother and less work.

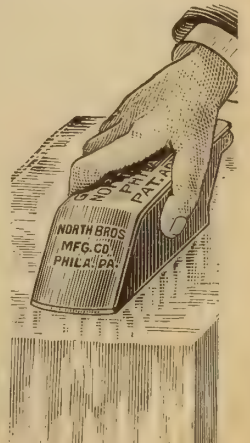
**THE ONLY FREEZERS MADE** having Cedar Pails with Electric Welded Wire Hoops  
Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.



"LIGHTNING"  
ICE CHIPPERS



"CROWN"  
ICE SHAVERS

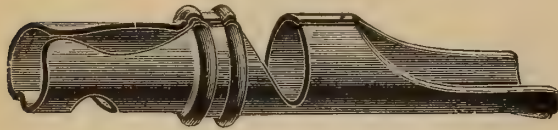


"GEM"  
ICE SHAVERS



# SAP SPOUTS

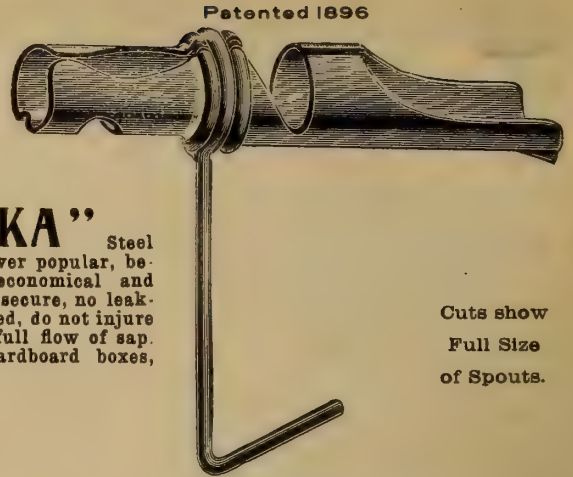
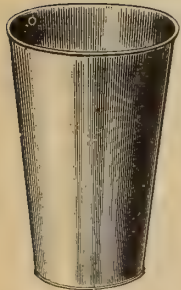
## STEEL



Supplied with or without hooks

### THE "EUREKA"

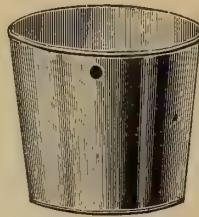
Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each

Cuts show  
Full Size  
of Spouts.

Long Pattern

## SAP BUCKETS

SUBSTANTIALLY MADE

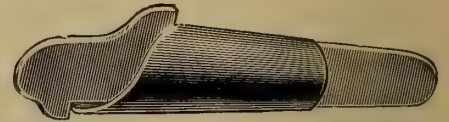


Western Pattern

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE  
AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

Prices  
and  
Samples  
on  
Application.

### "IMPERIAL" TAPERED



Made from heavy tinned sheet  
especially adapted

FOR COVERED  
SAP  
BUCKETS

The THOS. DAVIDSON MFG. CO., Limited, . . . MONTREAL

# PIG IRON

Enquire for our prices before buying.

## M. & L. Samuel, Benjamin & Co.

503 Temple Building - TORONTO.

English House—16 Philpot Lane, LONDON, ENGLAND.

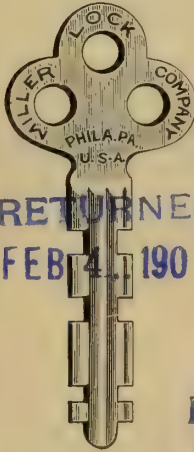


## Padlock Logic

To carry a stock of tobacco in a Hardware store is eccentricity.  
To refuse to handle silverware may be prudence.  
But to try to do business without an up-to-date line of Padlocks  
is double-barreled folly.



No. 2. Dark rustless steel case and shackle,  
2 corrugated steel keys.



RETURNED  
FEB 4 1905



No. 823. Solid cast bronze case and  
shackle, 2 nickel-plated flat steel  
keys.



RETURNED  
FEB 4 1905



No. 7425. Bronze plated case,  
brass spring shackle, 2 levers,  
2 nickel-plated keys.



RETURNED  
FEB 4 1905



No. 412 Bower barff steel  
case, brass locking mech-  
anism, steel keys.



No. 4117 1/4. Brass steel case, spring shackle,  
2 levers and 2 keys.



No. 2916 1/4. Bright steel case, heavy spring shackle, eight  
secure levers, 2 double bited keys.

RETURNED  
FEB 4 1905

To Order via Montreal  
Cut Book 29  
Page 76

CC

Always  
address the  
Montreal  
Office

**Lewis Bros. & Co.**  
Importers and Distributors  
**M o n t r e a l**

Toronto  
Ottawa  
Vancouver



# Our Representatives

are showing an extensive range of new lines that will be of interest to you.

**WAIT AND SEE THEM**

**E. F. WALTER & CO.,** 166 and 168 McGill St., **Montreal**



## BELIEVE US

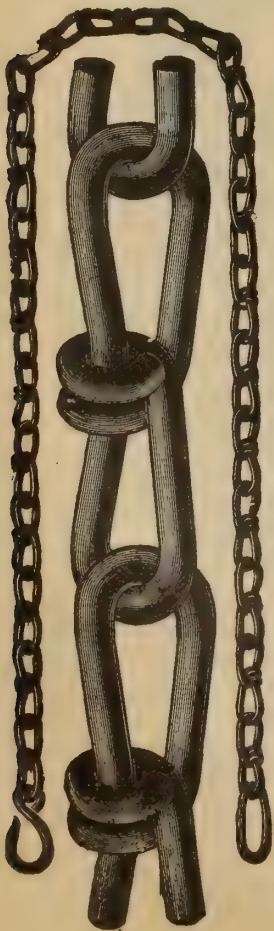
We know something about Washing Machine construction, for we make many styles and have for years. But there is one that we **know** to be king of all. It is

### THE "NEW CENTURY" WASHING MACHINE

It combines advanced scientific features with the maximum economy of **Time, Fabric and Strength.**

We invite all dealers to send for our descriptive catalogue.

**THE DOWSWELL MANUFACTURING CO., Limited, - HAMILTON.**



## Improved Steel Wire Trace Chains

Every chain guaranteed.  
Gives universal satisfaction

The  
**B. Greening Wire Co.**  
Limited  
Hamilton, Ont., Montreal, Que.

## NOW

IS THE TIME TO PLACE YOUR ORDER FOR

## BARB WIRE

—PLAIN—

Galvanized Wire  
Galvanized Coiled Spring  
Staples

Wire Nails, Screws

ALL CANADIAN-MADE GOODS.

**DOMINION WIRE MFG. CO.**

LIMITED

**MONTREAL and TORONTO.**

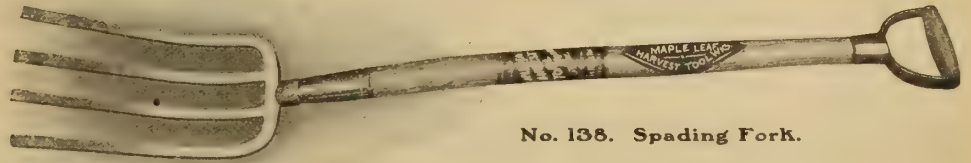


# Have You Seen Them ?

For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



No. 122. Manure Fork.



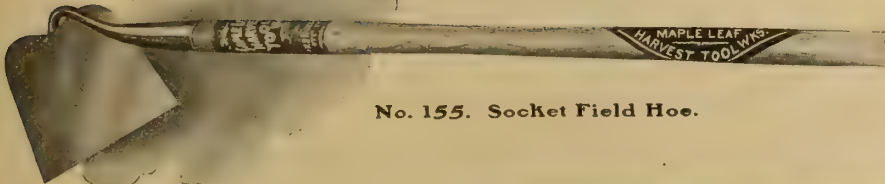
No. 138. Spading Fork.



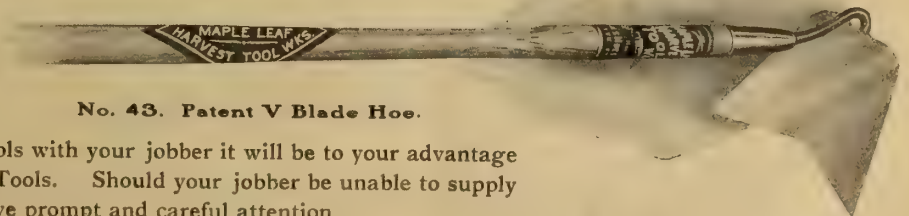
No. 243. Beet Fork.



No. 108. Hay Fork.



No. 155. Socket Field Hoe.



No. 43. Patent V Blade Hoe.

## TO THE HARDWARE TRADE—

When placing your order for harvest tools with your jobber it will be to your advantage to **specify** for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

# The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.



# ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

The Best Door Closer Is . . .

## NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

**W. NEWMAN & SONS,**  
Hospital St., - - BIRMINGHAM



A Popular, Profitable and Seasonable Line to Handle.

Dennis'  
Flexible Steel Wire  
Door Mats

**DENNIS WIRE AND IRON CO.**

Send for Catalogue.

LONDON, ONT.

# Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.  
Registered Attorney U.S. Patent Office,

U.S. and Foreign Patents, Caveats, Copyrights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G, Washington, D.C.

**GUN SHOP and MODEL SHOP**

Warren White Sulphur Springs,

Totten P.O., Virginia.

# Buy the Best.



# HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



Steel Frame Support.

# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

## "Maxwell Favorite Churn."

**PATENTED FEATURES:**

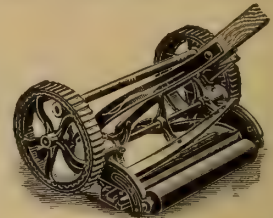
Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

## Lawn Mowers.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



## MAXWELL MOWER

8-in. Low Wheel.

## Wheelbarrows.

In Four Different Sizes.

# SPRINGS

For Clocks, Phonographs, Typewriters and Steam Drills—in any quantity.

CATALOG MAILED UPON APPLICATION.

SEND SAMPLES OR SPECIFICATIONS FOR PRICES

**THE WALLACE BARNES CO., - - BRISTOL, CONN**

# TACKS

Factory equipped with the latest improved machinery.

Make inquiries  
Get our prices

**AGENTS WANTED**

THOS. H. WYNN, - - HAMILTON

Do **NOT** accept "Just as good."  
**INSIST** upon getting

# SWORD AND TORCH

when buying galvanized sheets.

**Lowest Price for Fine Quality.**

Agent for

**J. A. HENDERSON,**

Board of Trade Bldg., MONTREAL,

**T. W. & J. WALKER,**

WOLVERHAMPTON



Good steel, correct design, skilled workmen make Gawen Gilmore's Augers and Auger Bits the best offered to the Canadian Hardware Trade.

You can talk quality all the time when selling them.

They bore fast.

*In a test, a Gilmore 1/2 in. auger bit went through a 1 in. board in 12 revolutions, two American of the same size in 17 and 23 revolutions.*

Sold by almost the entire jobbing trade of the Dominion.

## Frothingham & Workman, Limited

Wholesale

Hardware and Iron Merchants,

Montreal, Canada.

For 96 years sellers of hardware.

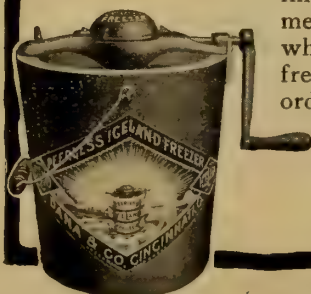


### A warm wave

of prosperity strikes the dealer handling

## Peerless Iceland Freezers

Peerless Iceland advertisements cover the country; are in every publication that influences the purchases of women. They put Peerless Iceland merit so persistently and convincingly before your customers who can't help believing that the Peerless is the best, and the freezer that they want. They will buy of your competitor or order direct if you can't supply them.



Ask your jobber.

THE DANA MFG. CO.  
Cincinnati.





# BURMAN'S CELEBRATED CLIPPERS

—Contractors to the War and India Offices—

PATENTEES AND MANUFACTURERS OF

Horse Clippers, Barbers' Clippers, Dog Clippers, Leg Clippers,  
Fetlock Clippers, Body Clippers, Mane Clippers .  
and Clippers of all descriptions.



Bown's "Newmarket" Clipper.

## The Improved B. PATTERN "NEWMARKET"

Detachable Plates.  
Improved Cap with Long  
Bearing.  
Rigidity and Easy Running.  
Accurately Machined and  
Perfectly Fitted.

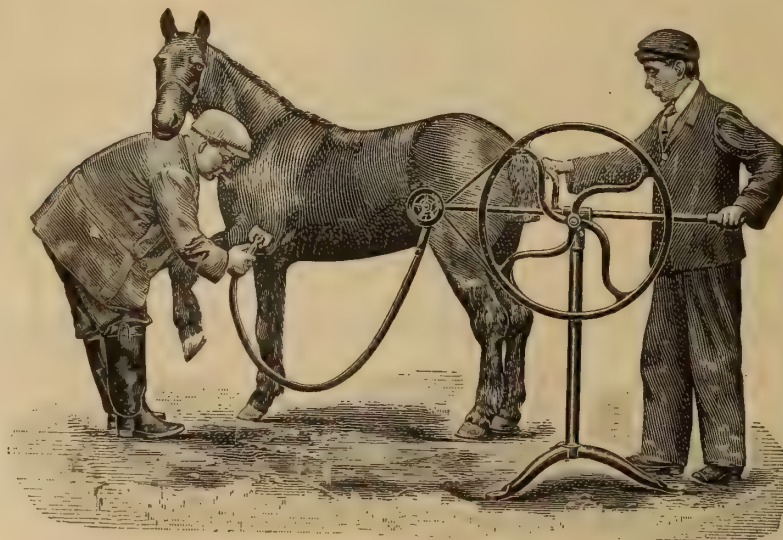
ALL PARTS INTERCHANGEABLE.



The "Handicap" Clipper.  
The cheapest centre-adjustment clipper made.

Our goods are stocked by all the leading Jobbers throughout the Dominion.

*For Beauty of  
Design  
and  
Superiority  
of  
Workmanship*



*The "NEWMARKET"  
POWER CLIPPER  
stands  
Supreme  
and  
Unassailable.*

The "Newmarket" Power Clipper.

Strong and Reliable.

Speedy and Durable.

Simple and Effective.

BURMAN & SONS, Limited, LEE BANK WORKS, BIRMINGHAM  
ENGLAND



# Binder Twine

---

BLUE RIBBON, 650 ft. to the lb.

REDCAP, - 600 ft. to the lb.

TIGER, - - 550 ft. to the lb.

STANDARD, 500 ft. to the lb.

GOLDEN CROWN, 500 ft. to the lb.

---

Still the Favorites of both FARMERS and DEALERS.

---

If **SHEAF BRAND** is preferred to any of the above, we are prepared to supply it, as we are the Proprietors of this Trade Mark.

*Nothing but Select Fibre Used.*

*Skilled Canadian Labor.*

Our Twine is not only evenly spun, but is WELL BALLED.

This is very important, prevents tangling in Twine Box.

Write for prices.

## CONSUMERS CORDAGE CO., Limited

MONTREAL.

Mills—MONTREAL and HALIFAX.



# The Kemp Cold Blast Lantern

IS SUPERIOR FOR THE

FOLLOWING REASONS:

Broad and solid base.  
Patented tubes are substantial and large, and seamed on the inside.

Wire guard combined with the tube protects the globe; it also holds the globe very firmly; still the globe is easily detached for cleaning.

The globe is not only hinged such as used on an ordinary hinged lantern, but it is also made to lift; it is therefore a combined lift and hinge lantern.

We guarantee it to retain a full-size flame in a high wind.

The lantern is made with the greatest care and in the strongest possible way throughout.



Extra large and heavy oil well.

Burner dome has extra deep flange and is less apt to be displaced when lighting or through jolting.

A most effective and simple device for holding the globe up is by means of the bail simply dropping it underneath the guard.

We guarantee this lantern not to blow out.

This guarantee is embossed on a brass label and attached to every lantern.

It costs no more than lanterns of inferior quality.

Manufactured by **KEMP MANUFACTURING CO., TORONTO, Canada**





## MAKING ONE'S CATALOGUE PROFITABLE



"HELLO, is that Mr. Black? Hello, Tom; Fred Jackson is speaking.....Say Tom, I'm thinking of getting out a catalogue for our business and I want to talk the matter over with you, to get 'pointers.' When can you see me?...4 o'clock?...All right, I'll be over at 4.....Good-by."

Accordingly, 4 o'clock found me in Tom Black's office. Tom was in the wholesale cloak and suit business, and had issued catalogues for a great many years, and I knew he could give me good counsel. I was in the electrical supplies trade, had worked up a good connection and was anxious to reach out after new trade. I had been thinking for a long time about issuing a catalogue of the lines I handled and had made some inquiries. The cost of a catalogue I was told would amount to at least \$1,600, which would give me an edition of 2,000 copies. Then there would be envelopes in which to send them out, addressing and postage, another \$125, I reckoned.

These were pretty stiff figures, and I hesitated about investing this amount of money in a form of advertising I had no experience in. So I was very glad to talk it over with a man whose experience was both long and successful.

We lit our cigars, and proceeded to business.

"Going to get out a catalogue, eh! Fred?"

"Thinking of it."

"Counted up the cost."

"Yes, partly."

"How much?"

"Between \$1,700 and \$2,000, for 2,000."

"That's about 10 cents a piece—how are you going to send it out—by mail?"

"Yes, that is my idea."

"To whom—everybody?"

"Well, to all those with whom I hope to do business—customers and others."

"I suppose you are aware that there is a pretty big waste in sending out catalogues."

"Yes, I suppose there is, but I really don't know much about it. That's what I want to talk over with you. You've been getting out a catalogue for a good many years, and I take from that that it is a good thing for you. Then why not for me?"

"Well, it should be a good thing for you, but you'll have to go about it right, or you'll lose a pile of money. I know to my sorrow that it has cost me a pretty penny to make my catalogue pay."

"What was your experience, then?"

"Oh, it is a common enough experience I guess, but I'll tell it to you for what it's worth, and perhaps it will help you."

"I published my first catalogue away back in 1885. It was a good deal smaller than the one I issued last year and a pretty homely one, I can tell you. Fortunately, it didn't cost me a great deal—about \$200. I sent it out among my customers, and it did me good. I got many orders, and the catalogue paid for itself easily. And so it was for the next four or five years."

"Then I planned bigger things. I 'blew' myself in 1897, and I got out a pretty expensive catalogue—fine paper, plenty of engravings, embossed cover, and all that—cost me \$3,000, to say nothing of the mailing. I sent it to every cloak dealer in Ontario, Quebec, and the Maritime provinces. In those days I didn't bother with the Northwest trade. Well, to say that I expected a big

business is to put it mildly. I put on more travelers, bought heavily, and made up a big pile of stuff. I guess I must have spent that year \$15,000 more than I had been in the habit of spending—and perhaps you may remember my 'squeeze' the next year—how that I had to have a settlement."

"How do you account for it?"

"In several ways. I found that I got scarcely any business whatever from many firms to whom I sent my catalogue—firms that were new to us, and to whom we were new. From our regular customers the returns were all right, but we added very, very few new accounts. In the territory covered by the new men I put on, I didn't get enough business to pay their expenses, let alone their salaries. They were good men, but the people they called on were conservative, and since they didn't know us, didn't want to do business with us."

"Didn't your catalogue do you any good among these new people?"

"Very little, I assure you. I asked the men to inquire particularly about the catalogue sent, and their report was to the effect that very few catalogues had been saved; that the dealers remembered getting a copy, but that they had thrown it in the waste paper basket. Others had it put away among a mass of other catalogues, away out of sight, and had never looked at it a second time. They all agreed it was a beautiful catalogue. Of course there was a firm here and there who did place an order with me direct or through salesmen, but their number was very, very small. 'We don't know your house,' was the burden of our salesmen's story when they came in. I had sold only a fraction of what I had expected to sell, had an immense quantity of stock, a good portion made up, on hand, had used up all my samples in meeting the increased expenses, and as you know, I came near making an assignment."

"Fortunately, my creditors perceived that my trouble was the result of misguided ambition, and my past record stood me in good stead, so that I had no difficulty in securing an extension of credit, to enable me to make a fresh start."

"For the next year or two, I didn't issue a catalogue. My old customers were loyal without it, and as for new customers, I found that they had to be brought in by other means. I had learned one lesson, and that was that if I were ever to do business outside my old list of customers I had to make my business better known."

"There were two methods open, one to send circulars to all the cloak dealers of Eastern Canada, and an advertisement in the Dry Goods Review, the newspaper of the dry goods trade. I counted up the cost of the circular plan, and finally rejected it—it promised to be too expensive, and was too much like the catalogue method—too likely to be ineffective."

"Then I took up the matter with a Dry Goods Review man, and agreed to take a half page space for a year. The cost of which was something about \$300. I wasn't concerned about direct results—what I was after was what they call publicity—I wanted to get known, and keep known. I prepared pretty good advertisements, if I do say it myself, and was content to let them do their silent work for the firm direct and for my travelers."

"Did you send men out over the ground that had been unproductive before?"

"No, not at first; I was not able to—I didn't have the money. However, I began to do business down east



without a representative. One day, about three or four months after I had been advertising, I got an inquiry for samples of a certain line of coats. I looked up the man in Bradstreet, and found him to be one of the best rated men in St. John. You may depend upon it I didn't waste much time in getting a parcel ready to express that night, and the letter I sent contained some pretty tempting quotations. I knew my goods were dead right at the figures, and confidently expected an order. It came all right enough, and a good one at that. I may just say here, that I've been doing business with that firm ever since, and both of us seem to be satisfied.

"In the same way came occasional inquiries for samples from other places in the East, with results sometimes good, sometimes disappointing. I really didn't try to follow up inquiries at this time in any energetic way, I was concerned with getting on my feet again, and was satisfied with the success I was having. I felt pretty sure that when I did send a man East the story would be different from what it was in a former day.

"But I got a surprise when letters began coming from the West, I hadn't been thinking about this field very much, and wasn't looking for business from that direction. You can understand then, that I was tickled to find my advertising opening up for me a brand new field. Since that time, my Manitoba and Northwest business has become a very heavy item, and I am represented there all the time.

"You'll be getting impatient, old man, to know what all this has to do with your catalogue, but I am coming to that—I'll first light another cigar if you don't mind.

"When these inquiries began to increase, I found out the necessity of being able to send illustrations of new models in addition to those I used in my space in The Review where I was now using two pages. Many people didn't care to send for samples—particularly if they lived at far away points.

"Then I had attractive folders prepared to enclose with correspondence, and I invited readers of The Review to send for these. By-and-by, these folders grew into a catalogue, and so for the past four years, I have issued twice a year, a catalogue of coats, suits, and jackets."

"Do you send these out to everybody?"

"No, I have become wiser than to do that."

"What do you do, then?"

"I send my catalogues to a select mailing list, made up of those who are my regular customers, and those who are only occasional buyers; also to all those who have requested them. I make a feature of every advertisement that my catalogue is sent cheerfully to all who will send for it. I go on the assumption that those who don't ask for it don't want it, and if they had it, and didn't want it, would only throw it away. 'My catalogues cost me too much money to make fuel and scrap.'"

"Do you ever get business from these people who write in for your catalogue?"

"Oh, yes indeed. We make many new customers in this way. When a man writes in for a catalogue, I have a letter sent him saying that a copy of the catalogue goes forward under separate cover, and inviting him to give it a careful perusal, and expressing the hope that he will be pleased to give us an order."

"Does he reply to this letter as a rule?"

"Not very often, I am sorry to say, but then I scarcely look for a direct reply. I expect to be able to get closer to him later on through one of our travelers. However, I don't let him forget us, if he has not replied within six weeks, my card-index files will recall his name, and letter No. 2 is sent him, and similarly 2 months later letter No. 3. These letters aim to be as courteous and personal as possible, and do us good. In a majority of cases we get a reply to our third letter, and in many instances to our second letter."

"What is the nature of these replies?"

"Oh, it would amuse you to see some of them, they are so apologetic for their inattention to our correspondence. But most of these people express a willingness to look at our samples when our traveler calls, and if

once a man looks at our samples, we are pretty sure of doing business together."

"Every now and then a man comes into our place, and says he has never done any business with us though our travelers were calling on him frequently, but he had been noticing our advertisements in The Review for a long time and felt he was out of it unless he was doing business with us. He had sent for a catalogue, and had decided after studying it that he should give us part of his business."

"Well, old man, how do you apply all of this to my business. I think I catch your meaning, but would like you to condense it for me."

"Well, Fred, it means in a nutshell—Advertise your catalogue. If your business warrants the issue of a catalogue, and from what you say, you should have a catalogue, go ahead and get one out. But don't imagine that the mere sending out of a catalogue is going to sell your goods. It helps, but without other help you'll find it was a bad investment. I could tell you of a good many firms who get out catalogues, some of them being expensive affairs, and who send them out to everybody whom they would like as customers, and I know that they are not getting anything like sufficient returns. Houses with experience have learned that it pays to put one's catalogues into the hands of those who request them, and that to induce requests, the business and the catalogue must be advertised in the one paper that is read by their customers."

"What's the newspaper for your business that reaches the trade you are after?"

"There are two or three perhaps, that might answer, but I am more particularly concerned with developing my business among the wholesale and retail hardware trade, and the medium for this class is Hardware and Metal."

"Then I would certainly advise you to arrange for adequate space in Hardware and Metal, and advertise your firm. In this way you will get to be known pretty generally, and from my experience, I assure you it is almost fatal for an unknown firm to hope to do business with any success. Make it a point to include in every advertisement a reference to your catalogue and offer to give it free to any one asking for it."

"What about a follow-up system of letters such as you send out?"

"By all means. Here, take with you copies of these I send out; you may find them suggestive."

The hour or so I spent with Tom Black was time well employed, as I afterwards found out. I took his advice, and engaged space in Hardware and Metal. I explained to its advertising manager how it was that he was getting an order with so little trouble, and told him of my friend Black's experience. He told me that one of the greatest obstacles in the way of getting some firms to advertise was the fact that they issued catalogues, and seemed to think that this circumstance did away with the necessity of newspaper advertising.

"We believe in catalogues," he said to me, "but we believe too, that advertising in the proper medium doubles up their usefulness and productiveness."

I have had a year or two's experience myself since that time and I have learned to believe every word of what he and Black said.

## WIRE NAILS, TACKS, WIRE

Prompt Shipment

**The Ontario Tack Co., Limited**  
Hamilton, Ont.



## CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

## Chain Belting.

**C**ATALOGUE No. 15C, of the Watrous Engine Works Co., Limited, Brantford, Ont., deals with chain belting. It is a handsome, standard size, 6x9 inches, catalogue, and contains 100 pages.

The catalogue is profusely illustrated, although only the general types of appliances used are illustrated. However, the company have a very extensive variety of patterns and solicit inquiries from prospective buyers not finding in the catalogue what they require. In the front of the catalogue is given some useful information required in order to furnish estimates, which should prove of value to the reader.

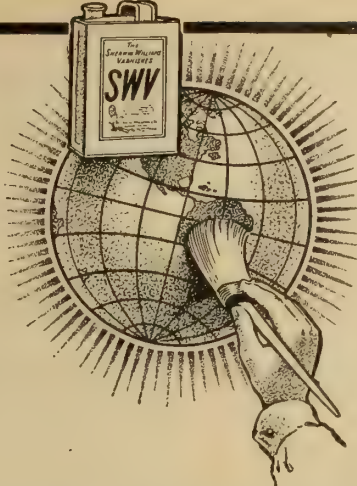
The first 22 pages are devoted to Ewart's detachable chain belting. This is followed by a sprocket list for the belting. Eight pages are devoted to the discussion of the application of this belting, and also eight pages to the Ewart chain conveyors. Some special detachable chains and their applications are touched on. Sixteen pages are devoted to forged chains and their application. Conveyors, other than chain, are considered in the last part of the catalogue.

## Hollow Ware.

The 1905 price list of seamless steel enamelled hollow ware, manufactured by the Welsh Tinsplate and Metal Stamping Co., Limited, Llanelly, South Wales, is to hand. The list is in booklet form, 8x5 inches and contains 59 pages. The left hand pages are reserved for illustrations while the price lists are on the right hand pages. The index is a valuable adjunct to the booklet. Readers of **Hardware and Metal** may secure one of these price lists upon application to the Welsh Tinsplate and Metal Stamping Co.

## New General Catalogue.

In the notice of the B. Greening Wire Co.'s catalogues last week it should have been mentioned that this company are issuing a new general hardware catalogue which will be mailed to all the hardware merchants next month—it is not ready yet—and the small books that were reviewed were simply sections of



**S. W. V.**  
**BRIGHTENS  
THE EARTH**

**S. W. V.**  
**BRIGHTENS  
THE EARTH**

**SHERWIN-WILLIAMS VARNISHES** have the same quality in them and the same push behind them as the **SHERWIN-WILLIAMS PAINT**.

Our new "Brightens the Earth" varnish trade mark is destined to be to the varnish business, what our "Cover the Earth" paint trade mark is to the paint business.

Both signify *best quality and most push*.

If you are an S.W.P. Agent and do not now handle the full line of **SHERWIN-WILLIAMS VARNISHES**, you are getting only a fraction of the *S-W. full line profits*.

If you are *not* an S.W.P. Agent, now is the time to get in line and take advantage of the opportunity we offer in our 1905 agency proposition. *Write us today.*

**THE SHERWIN-WILLIAMS CO. PAINT AND VARNISH MAKERS**

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.  
Warehouses: 86 York St., Toronto; 147 Hannatyne St., E., Winnipeg, Man.

this general catalogue. The Greening Co. find that a merchant will often have a customer that wants to refer to the tables in wire cloth, metals, wire, etc., and to save the merchant loaning his general book have issued these supplementary books which may be had upon application.

## Pretty Desk Calendar.

A charming little desk calendar has come to the office of **Hardware and Metal**. The central feature is a colored picture of a beautiful girl. The calendar is the gift of the Standard Tool Co., of Cleveland and New York.

## Yankee Tools.

A neatly arranged catalogue has reached us from the North Bros. Mfg. Co., Philadelphia, Pa., describing the popular "Yankee" tools put on the market by them in 1898. The catalogue is

of convenient pocket size and the 24 pages and cover contain numerous illustration of various sizes of ratchet screwdrivers, spiral ratchet screwdrivers, chuck and drills, countersink, automatic drills, reciprocating drills, pocket magazine screwdrivers, and tool sets. An additional feature of value is a table of weights of each class of tools put up in dozen lots ready for shipment. Readers who write for a copy of the catalogue should mention **Hardware and Metal** when doing so.

## Pneumatic Tools and Appliances.

"Something Pneumatic," the monthly magazine issued by the Chicago Pneumatic Tool Co., announces that the Chicago Storage Battery Co. has been merged into the first named concern. The January number gives several illustrations of sand sifters, sand rammers, sand blasts, mechanical coal feeding devices, automatic oilers, etc. Excellent



articles dealing with these machines and kindred subjects are also published, making the number very interesting to any users of machinery or pneumatic tools. The companies new departure allows them to make a specialty of igniting batteries for automobile, gas and gasoline engines, an exhibit of these being made at the recent New York Automobile Show. The Toronto office of the company is in the Temple Building and interested persons should mention Hardware and Metal when writing for copies of the magazine or information regarding pneumatic tools.

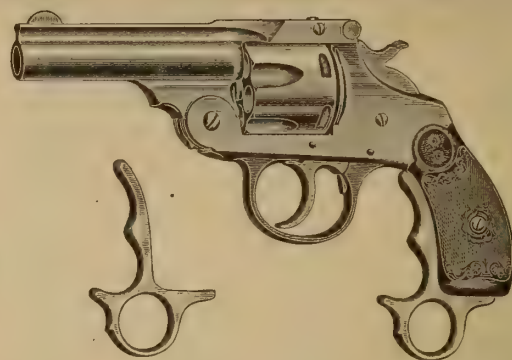
#### Electrical Generators and Transformers

Circulars Nos. 1093 and 1060 issued by the Canadian Westinghouse Co., Limited, Hamilton, Ont. (Toronto office, Lawlor Building), have been received. The first mentioned contains a series of illustrations of cuts describing self-contained direct current multipolar generators, the accompanying reading matter comprising a historical sketch of this class of electrical machinery as well as a full description of the general design, construction and working of the generators. The latter is devoted to an exposition of the advantage of the Westinghouse type N transformers, a superior but moderately priced device. Illustrations of fuse blocks, coils, transformers, terminal blocks, cut-outs, etc., together with diagrams and dimensions of the transformers are given, together with a graphic printed description. The booklets are valuable to any interested in the development of electrical machinery. Mention Hardware and Metal if you write for information.

#### Get Ready for Cycling.

A handsome catalogue embracing some unusually good lines in bicycle accessories has just been issued by the Canada Cycle and Motor Co., Bay and Temperance streets, Toronto. The book is very complete and will be indispensable to hardware merchants as a work of standard reference, particularly as this line is now almost wholly confined to the hardware trade. The Canada Cycle and Motor Co. is the only manufacturer of bicycle accessories in Canada. The trade will, therefore, readily see the advantage of buying direct from the makers. Any merchants who have not already received one of these books can secure one promptly by dropping a card to the Canada Cycle and Motor Co. and mentioning Hardware and Metal.

## HAS A "GRIP" ON THE TRADE. IVER JOHNSON Revolver Grip.



Progressive dealers instantly recognized its value—the demand was spontaneous. As the result of extensive advertising there is already a large demand for this revolver.

Have you placed your order?

**"DON'T CARRY IT" — "WILL SEND AND GET IT"—**

**"INTEND TO HAVE IT"**



are signs that —————> point to the door of your competitor, who, being alert and keen, realizes that "New Things" impart life and activity to his business and who instantly recognizes the practicability and selling virtues of the

### IVER JOHNSON Revolver Grip

Send for new catalogue just issued—a work of art—mailed free upon application.

New York Office:  
No. 99 Chambers St.

**IVER JOHNSON'S ARMS & CYCLE WORKS,**  
FITCHBURG, MASS., U.S.A.

#### THE LATE MR. H. O. EDY.

After carrying on a successful business in Montreal as manufacturers' agent for the past twenty-four years, Mr. H. O. Edy died at his home last week of aneurism of the heart. He represented the interests of the Kemp Mfg. Co. in Montreal, being a cousin of Mr. A. E. Kemp. For the past two years Mr. Edy had not been well and for two months and a half previous to his death was confined to his home in Westmount. He was forty-nine years of age and spent most of his life in Montreal. He is survived by a wife and one son.

#### PROTECTING STEEL.

A method of pickling steel common in Europe but new to this country has recently been applied in New York on a steel bridge. The pieces are boiled in a 10 per cent. solution of caustic soda to remove grease, and then rinsed in boiling water. Afterward they are dipped into a boiling 10 per cent. solution of sulphuric acid, until all the oxide is removed. They are again rinsed in boiling water, and dipped into a solution of carbonate of soda, to free them

of any trace of acid. Finally they are rinsed, dried over steam pipes and then treated by a process of enameling.

#### A PROFITABLE LINE FOR DEALERS.

The hardware dealer generally does not realize just what a profitable line the bicycle accessories is. Although the bicycle has passed the craze days nevertheless there is now, and probably always will be, a steady and growing class of bicyclists. Old wheels are constantly needing new parts and repairs—riders new and old are looking for little improvements and odds and ends in accessories. If the dealer does not handle these he is probably losing a customer for other goods by driving him to an opposition merchant. Another point for consideration is the important fact that there is actually a larger percentage of profit on bicycle accessories than on the general line of hardware.

The different manufacturers state that they will continue to aggressively advertise bicycles and this will no doubt add considerable stimulant to the demand. It, therefore, appears necessary for the up-to-date hardware merchant to see that his shelves contain a full line of these accessories.



# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale  
only

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

The Genuine  
"Mic-Mac" 1905 Hockey Sticks.



RETURNED  
FEB 4 1905



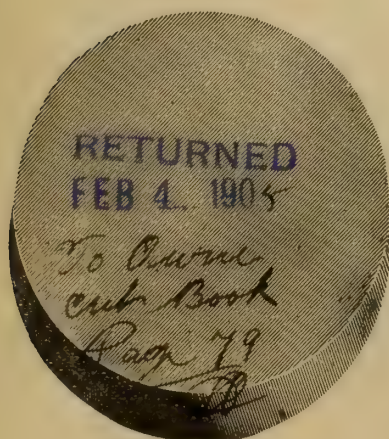
The wood from which the  
"MIC-MAC" Hockey Stick is  
made is found in young hard-  
wood trees, which have grown  
to the correct shape in the  
woods, and trimmed carefully  
to the shape and finish which  
make it so desirable an article  
to use.



Look for the trade mark  
"MIC-MAC" when you buy  
Hockey Sticks, and if you find  
it you can feel secure in the  
sticks you get.

Trade Mark  
Registered.

HOCKEY PUCKS.



THE GENUINE "MIC-MAC" STICKS

GIVE THE BEST SATISFACTION.

TELEGRAPH OR MAIL ORDERS SHIPPED DAY RECEIVED.

BOKER'S SKATES.



H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

Our prices are right.

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly





*The Standard Ideal Sanitary Co., Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers*

"MADE IN CANADA."

Porcelain Enamel Bath Tubs,

Porcelain Enamel Sinks,

Porcelain Enamel Lavatories,

Porcelain Enamel Lipped and Plain Urinals,

Porcelain Enamel Slop Hoppers,

Porcelain Enamel Factory Wash Sinks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory :  
Port Hope, Ont.

Sales Office :  
50 Colborne St., Toronto.

## Seasonable Goods

Prepare for Spring Trade—You will require  
such lines as

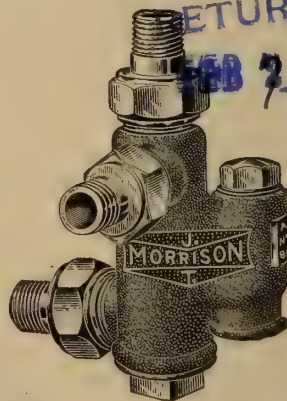
**Valves, Injectors,  
Steam Guages,  
Lubricators, Oil Cups,  
Pipe Fittings, &c.**

Our goods have a reputation and sell  
readily, offering inducing profits to the  
dealer handling them.



The "J. M. T."  
Renewable-Disc Valve.

**J. M. T. Valves and Injectors**  
Are Good Lines to Stock



The "J. M. T." Injector.

**The James Morrison Brass Mfg. Co., Limited Toronto**

STEAM AND PLUMBING GOODS



# HEATING AND PLUMBING

## THE NATIONAL ASSOCIATION OF MASTER PLUMBERS AND STEAM AND HOT-WATER FITTERS OF CANADA.

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British Columbia—James Coughlan, Victoria.

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President—B. Noble.  
Vice-President—Wm. Smith.  
Secretary-Treasurer—E. H. Russell.

## THE PLUMBING SUPPLY MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill street,  
Montreal, Feb. 3, 1905.

**D**EALERS in heating goods have been surprised at the manner in which orders are coming in for heating goods at this late season. The market has been active much longer

than is usual and this activity is an index to the increased business in general throughout the continent. In plumbing supplies there is a briskness and activity throughout, except perhaps in the Maritime Provinces where snow-storms have been severe. Prices continue unchanged.

**Range Boilers**—This season has seen a continuation in the demand for these much later than is customary. The demand still continues good. Prices remain unchanged. We quote: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—The lead market continues firm but no advance has been made in the price of lead pipe. The demand for this is exceptionally good. We quote: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—In common with the demand for other plumbing supplies, orders for soil pipe and fittings have been coming in freely. Prices remain unchanged as follows: Soil pipe, standard, 50 per cent. and 10 per cent. off list; standard fittings, 50 per cent. and 10 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 and 10 per cent. off.

**Iron Pipe Fittings**—For both heating and plumbing work there has been a big demand for these goods. We quote as follows: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—It was intimated recently that iron pipe would advance shortly and while indications will point in that direction there has as yet been no change in former quotations. The market is very active. We quote: Standard pipe, per 100 feet in length under 19 feet, Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 in., \$3.65; 1 in., \$5.20; 1 1-4 in., \$7.35; 1 1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1 1-4 in., \$10.05; 1 1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in., \$5.25; 1 in., \$7.55; 1 1-4 in., \$10.55; 1 1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1 1-4 in., \$13.25; 1 1-2 in., \$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8

in., 65 per cent., discount, and 1-2 to 6 in., 70 per cent. discount.

### Ontario.

Office of HARDWARE AND METAL,

10 Front street east.

Toronto, Feb. 3, 1905.

**O**RDERs are beginning to arrive more freely and jobbers and supply merchants seem convinced that trade has definitely began to improve. The market in fittings is very unsettled. The steady advance in the raw material and manufactured goods in United States has affected the local supply men who have no stock on hand. A few wholesale dealers have their stock for the coming season already purchased and they can supply retail merchants at a lower figure than those dealers who have yet to order from the manufacturers. Owing to the advanced price of iron, prices on baths are expected to advance. A better demand is current for iron pipe. Retail merchants have almost concluded stock taking and the local jobbers are expecting a large increase in orders next week, for stocking-up purposes and for future shipments.

**Lead Pipe**—Trade conditions continue unchanged. Demand is fair, and prices continue unchanged. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—Quotations remain unchanged as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—A better demand is current. Prices are unsteady. We quote nominally as follows: Malleable fittings 20 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 60 per cent.; headers, 60 per cent.; flanged and lipped unions, 60 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 70 and 5 per cent.

**Copper Range Boilers**—Trade is quiet. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—Trade is quiet. Prices continue unchanged. Our quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 80 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120



gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

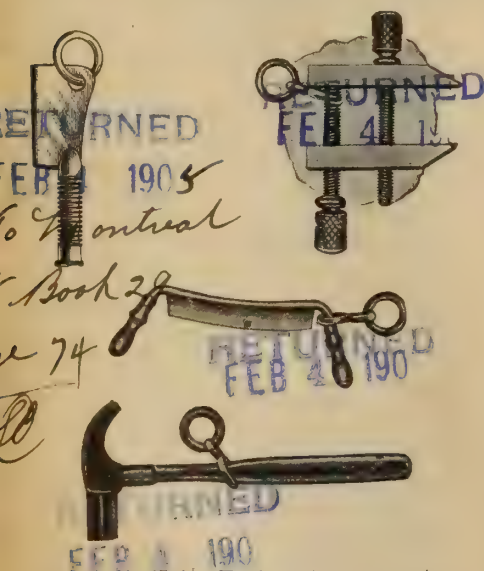
**Iron Pipe**—A stronger demand is noted on this week's market. The market is steady. Prices are firm and an advance is anticipated. We quote: Black, 1-4 inch, \$2.04; 3-8 inch, \$2.06; 1-2 inch, \$2.30; 3-4 inch, \$2.88; 1 inch, \$4.13; 1 1/4 inch, \$5.63; 1 1/2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86; 3-8 inch, \$2.89; 1-2 inch, \$3.15; 3-4 inch, \$4.03; 1 inch, \$5.78; 1 1/4 inch, \$7.88; 1 1/2 inch, \$9.45; 2 inch, \$12.60.

**Solder**—Trade is brightening up. Prices have advanced 1 cent. We quote: Bar solder, half and half, guaranteed, is quoted at 18 3/4c; wiping solder at 16 1/2c, and refined 17 1/4c.

**Enamelled Ware**—The following quotations on Standard Ideal enamelled ware are given: Baths, rolled rim 51-2 feet, 21-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 21-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50.

#### Miniature Tools.

Smith & Hemenway Co., of New York, have recently taken over the entire output of the Davidson Mfg. Co., Brooklyn, who manufacture a line of miniature tools, which is one of the biggest selling specialties that has appeared



for some time. Each cut represents a perfect-working model of a larger tool, and is shown full size. Prices, and circulars regarding these may be had by enquiries to the Canadian office of the firm, Coristine Bldg., Montreal.

#### How to Purify Water.

It is claimed that sulphate of iron will convert the filthiest of sewage into pure, wholesome drinking water, free of germ life of any kind. St. Louis, Mo., and many other cities and towns in the United States have adopted the process,

and claim that the sulphate destroys typhoid germs and the germs that cause all intestinal diseases. The carbonates are decomposed into an insoluble hydrate, which combines with the sulphate and iron and the solids that may be in the water. Decayed matter is taken up and a coagulum is formed. This is heavier than the water, and precipitates to the bottom of a tank that is necessary. The coagulum catches the bacteria in the water, and as it catches in the filters it holds back all germ life.

#### Radiators in the Top Storey of a Building.\*

By A. B. Reck, Copenhagen, Denmark.

IN discussing methods of computing radiator surfaces in proportion to heat absorbing surfaces (windows, walls, ceilings, etc.), with American engineers, I have in some instances found that they employ rules which I think will give them too small radiators in the top story of a building, the rules not taking sufficiently into account the loss through the ceilings for that story. For this reason I have thought it might be useful to mention that I have had to do with a case this Winter where it has been necessary to increase the radiators in all the rooms of the top story in a building, although same allowance for the ceilings really had been made in the size of the radiators, only the allowance not being large enough, because I had understood there was an attic (unheated) over the story, whereas in reality there was not, the protection against loss of heat being only a ceiling of lath and plastering, an air space and the ordinary sheathing, roofing felt and gravel on the roof timbers. The building of which I speak is one of the buildings in Chicago in which has been installed the Reck hot water circulator system, described in the paper I read before this society at its meeting in January, 1904. In the building in question the radiators are distributed in 80 rooms on three floors, and have a heat emitting capacity of about 5,000 nominal square feet of hot water heating surface. (Those of you who recollect my paper from last year will perhaps remember that what I call a "nominal" square foot is a square foot emitting 160 British thermal units an hour.)

The calculation of the radiators was based on 80 degrees difference between outside and inside, and for rooms with equal areas of walls and windows the radiators in the top story were given 1 "nominal" square foot more than the radiators on the floor below for every 18 square feet of exposed ceiling. This augmentation of the radiators on the top floor was based on a rule employed by me for rooms with unheated attics over, and the rule gave radiators on the top floor in many instances 33 per cent. larger than the radiators on the second floor in rooms with same areas of windows and walls.

Notwithstanding this the radiators on the top floor very soon proved to be insufficient to produce the same temperature as the radiators on the second floor, and the right temperature on the top floor was only attained by giving the radiators here 1 "nominal" square foot of area more than the radiators on the second floor for every 9 square feet

\* Paper read at the eleventh annual meeting of the American Society of Heating and Ventilating Engineers, New York, January 17-19, 1905.

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is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not got them, write direct to

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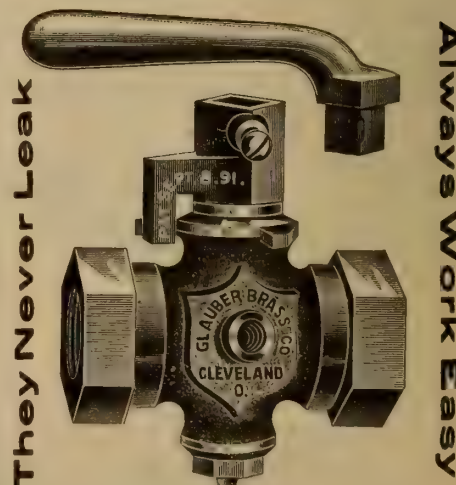
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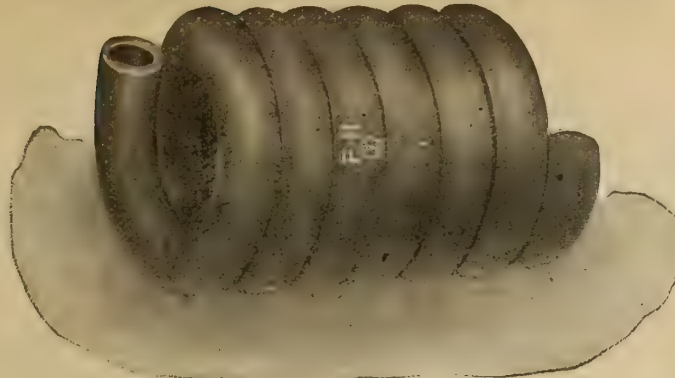
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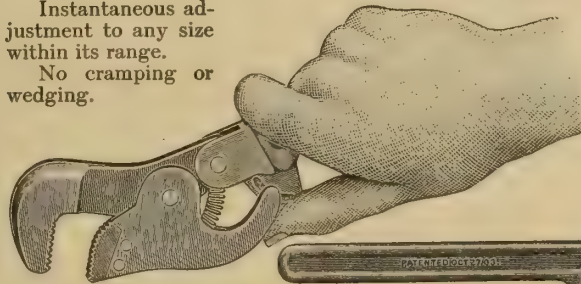
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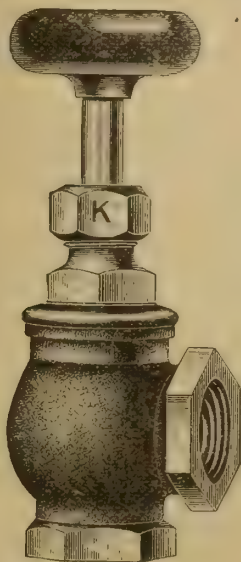
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for 16 years installing furnaces and boilers  
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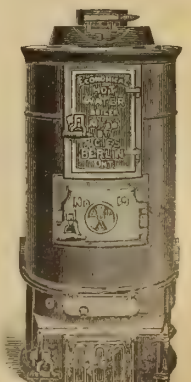
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Electrical Supplies of all kinds.

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of exposed ceiling, this being my rule for ceilings with no attics over, such as described in the beginning of my paper.

In the building referred to the radiators in many rooms on the top floor have now 66 per cent. more heating capacity than the radiators in rooms on the second floor, with equal window and wall areas, without being larger than necessary. Seeing this I have thought it useful to direct your attention to this point that no rule for proportioning radiating surfaces will hold good for top floor unless some increase is given to the radiators here taking the areas and the construction of the exposed ceilings in consideration.

## Building Notes.

D. Kelly, builder, intends erecting a number of brick dwellings this Spring in East Hamilton.

Philip White, Vancouver, intends to erect a three-storey business block on Granville street in that city.

Small & Buckland, New Westminster, B.C., are looking for a site for a new saw mill they intend erecting.

Dufferin avenue Presbyterian Church congregation has decided to build a larger edifice this Spring. The site is not yet chosen.

A new bridge over the Red River at Winnipeg is proposed to connect that city with Elmwood and Springfield, rapidly growing settlements.

Raymond & Dougherty intend erecting a new building on Germain street, St. John, N.B. The building will be 130 x 33 feet and two storeys high.

The Vancouver Lumber Co. are preparing plans for the extension of their buildings and plant to allow of doubling their present output of 100,000 feet of lumber daily.

The Electrical Development Co., Limited, Niagara Falls, Ont., are calling for tenders for the erection of a large power house building of cut stone or granite. Tenders close on February 17.

McWhinney & Lewerke, Vancouver intend erecting a three-storey brick block on Hastings street, adjoining the Rubinowitz departmental stores recently purchased by them.

The Hendrie Co. are building a stable for 300 horses at Peter and Front streets, Toronto. The plans include a smithy and shoeing forge and the total cost will be about \$100,000.

George A. Proctor, contractor, who was awarded the contract for the drill hall at Chatham, is seeking to be re-

lieved of the contract. The amount for which he agreed to do the work was \$60,000.

The Young Men's Christian Association in Vancouver have decided to let the contract for a new building which will include an up-to-date gymnasium, having large locker and dressing rooms and bathing facilities.

Two new hotels are to be built in Vancouver this year. The site of one has been selected opposite the Hotel Vancouver on Granville street, the total cost to be about \$50,000. The other will probably be at the corner of Hastings and Abbott streets.

Stephen Jones, hotelkeeper, of Victoria, B.C., intends erecting a large office building in Vancouver. He has purchased a lot on the corner of Hastings and Homer streets and is having plans prepared for a substantial building six or seven storeys in height.

Mettam, Tendon & Co., hardware merchants, Leamington, have taken Mr. Charles Lendon into the partnership and have purchased a site on which they propose building a fine two-storey building of cement blocks, with plate glass front. The frontage will be 48 feet and the depth 90 feet.

The plans of Backus & Co. for building the dam and developing water power on the Rainy River at Fort Frances have been approved by the Commissioner of Public Works. They provide for the development of 20,000 horse power, half of which is to be used on the Canadian side of the river.

A company is being formed in Baltimore, Md., for the purpose of manufacturing fire-proof building and other materials from asbestos. James M. Cuthell, representing the North American Uralite Co., is negotiating the local company, which is to be the parent company of another company now in existence and working in Canada. Mr. Cuthell owns about 3,000 acres of asbestos land near Bedford City, Va., and controls about 3,300 acres of asbestos land in the Province of Quebec.

The new arts building in connection with the Ottawa University is being constructed of armored concrete. A library and medical hall, as well as a large convocation hall will also be erected of the same material. Two large wings on either side of the arts building will be commenced next season. The corner stones to be laid on May 24. The

work is being done by the Ferro Concrete Construction Co., of Baltimore, M. J. S. Irvin, manager of the International Portland Cement Co., of Ottawa, being one of the principal promoters of the reinforced concrete plan of construction.

J. Gunn & Sons, Winnipeg, have been awarded the contract for the new Canadian Northern Railway bridge over the south branch of the Saskatchewan River near Prince Albert. The structure consists of nine spans of 150 feet each, the track being 100 feet above low water. The piers are to be built of concrete and the trusses of steel. The structure is to be completed by September 1, but the contractors will erect false work to carry over trains to Prince Albert as soon as the ice goes out and will have the foundations for the piers in before the ice moves.

## Building Permits.

### TORONTO.

S. J. Graydon, dwelling, 128 Spadina road, \$4,500.

William Apps, dwellings, 901 and 903 Bathurst street, \$4,000.

R. C. Vaughan, dwellings, Bathurst street, near College, \$8,000.

Dr. John Hoskin, addition to residence, 21 Dale avenue, \$1,500.

Mrs. L. S. Johnston, dwellings, Langley avenue, near Broadview, \$3,800.

R. Saunders, dwellings, Concord avenue, near Northumberland, \$6,500.

McCaullay & Bishop, dwellings, Markham street, near Harbord, \$8,000.

Christie, Brown & Company, Limited, stables and barn, Duke street, \$15,000.

Canada Launch Works, office and workshop, Carlaw avenue, near Eastern, \$2,000.

Mr. Cawthra, interior alterations to store, Yonge and Temperance streets, \$18,000.

Gutta Percha Rubber Company, Limited, office and warehouse, O'Hara avenue \$75,000.

K. McKenzie and W. McKain, dwellings, Hallam street, near Preston avenue, \$2,500.

W. J. Gage & Co., Limited, factory, Spadina avenue, near Adelaide, \$50,000.

Cosgrave Brewing Company, Limited, rebuilding damages from fire, Queen street west, near Niagara, \$4,000.

### MONTREAL.

Eusebe Roy, dwellings, Pontiac street, \$7,500.

A. V. Gadbois, dwelling, Comte street, \$600.



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- ¶ A line of paint brushes is a profit paying line.
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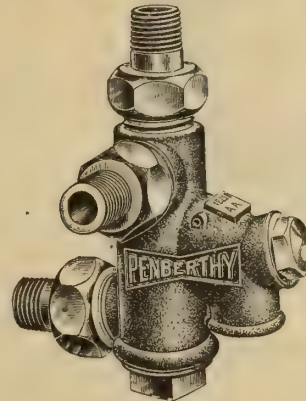
None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



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NO Roofing has ever given satisfaction or service like **REX Flintkote Roofing**. It is the result of years of labor, and is made of the best matted wool fibre treated by our own compounds. It is waterproof, fire-resisting, and is not affected by vapors of acids or alkalis. It costs less than shingles, and can be laid by anyone. Our book tells more about it, and will be sent free, with samples.

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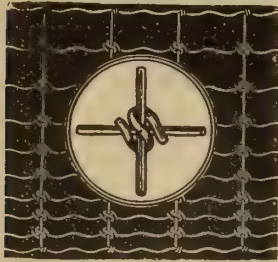
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the farmers are looking for a strong, serviceable and durable Fence at a reasonable cost. You can supply it to them in the

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The IDEAL is made of No. 9 Hard Steel Galvanized Wire throughout, and has many distinctive features which make it absolutely the best fence ever produced.

It pays dealers to handle fencing that gives best value obtainable. Write for our catalogue of Fencing and Gates, showing styles for every purpose.

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\$1.25 per gross.



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No. 100, Stiff Bracket	-	-	18c.
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Other sizes in proportion.

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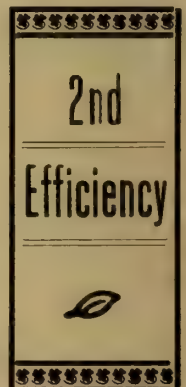
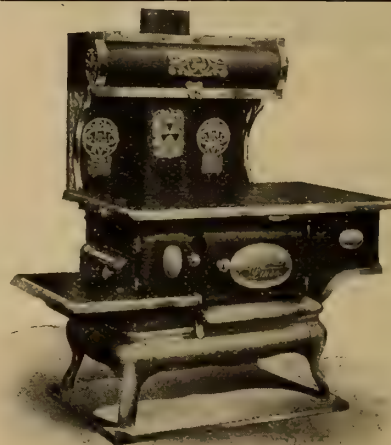
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No home uses too much of this sanitary doctor.

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is an **efficient** stove according to this definition. Our catalogue tells about it at length. Send for it.

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# ELECTRICAL SUPPLIES

## Swedish Traction Experiments.

THE Swedish Government some months ago made a grant of 500,000 crowns, or \$134,000, for the purpose of enabling the railway board to carry out experiments in electric railway traction. In the Spring of 1904 the board petitioned the government for permission to erect electric transmitting apparatus on land belonging to the state between Tomtebodå and Vartan. Nothing has as yet been done, but at Tomtebodå station double wires will be used, and at Vartan the contact system will be employed for transmitting the current from the power station to the electric locomotive, the rails serving for the return current. For these experiments a high-tension, one-phase, alternating current will be used, the tension and frequency of which will vary according to requirements.

## Electro-Chemistry and Metallurgy.

In the field of electro-chemistry and electro-metallurgy there was no startling development during 1904. Electrical methods of manufacturing chemicals and refining and producing metals are thoroughly established, and every little while announcement is made of some new product manufactured in the electric furnace. Steel is now being made commercially in Sweden and France in electric furnaces, and Canadian electricians are investigating this branch of electro-metallurgy, hoping to find in it a solution of the problem of utilizing our valuable ore deposits and many water powers. The report made is favorable to the manufacture of steel electrically, but as regards iron there is as yet insufficient evidence to show that its manufacture can be carried out commercially in the electric furnace in competition with the blast furnace.

## An Electric Clock.

A clock which will run for two thousand years has been invented by Richard Strutt, son of Lord Rayleigh. The motive power is a small piece of gold-leaf which is electrified by means of a very small quantity of radium salt. It bends away from the metal substance and keeps moving under this influence until it touches the side of the containing vessel. At the moment of contact it loses its electrical charge and then springs back and is again electrified, and the process repeated.

## Machinery and Electrical Notes.

The gross earnings of the Havana, Cuba, electric tramway in 1904 were \$240,000 in excess of 1903.

The annual meeting of the Sherbrooke, Que., Power, Light and Heat Company was held on Jan. 23, and Mr. Justice White was re-elected president, the old board of directors being also re-elected. A dividend of 2 per cent. was declared for the current six months.

The Redding Mining Company is installing machinery for a stamp mill at the company's mine in the Atikokan district near Fort William. Mr. Dalphin, Montreal, has charge of the work and the stamp mill will be in working order before next Fall.

W. F. Forrest, Atwood, who is erecting a new grist mill near his planing mill in that town, will equip the new mill with sufficient boilers and machinery to do a general milling business and supply electric light for the town. The building and plant will cost about \$11,000.

The Battle Creek Health Food Company, whose factory at London was destroyed by fire three months ago, has rebuilt the factory and installed a new lot of machinery, including cleaning and dusting machines, large five-ton rollers, scouring machines, traveling ovens, soaking tanks, etc.

N. Thompson & Co., Vancouver, have purchased a portion of the Albion Iron Works Company's plant at Victoria, consisting of large steam rolls, a steel hammer and a number of smaller tools. Mr. Thompson states that the floating dock being constructed in Great Britain is nearing completion and the first section will reach Vancouver during 1905.

The annual meeting of the Winnipeg Electric Street Railway Company took place on Jan. 25. The annual report was considered very satisfactory. The directors for the ensuing year elected were as follows: William Mackenzie, president; William Whyte, vice-president; F. Morton Morse, secretary-treasurer; Sir William Van Horne, D. D. Mann, A. M. Nanton and D. B. Hanna, directors.

The Molsons Bank, creditor for \$23,830, is asking for the winding up of the Eager & Sanderson Company of Winchester, flour and feed dealers and owners of an electric light plant. The liabilities total \$25,830, with the assets estimated at \$15,000. An arrangement may be made whereby Winchester will still be lighted, undisturbed by the litigation.

The British Columbia Electric Railway Company, which has been operating electric systems of street railways in Victoria, Vancouver and New Westminster, and between the two last-named cities, has taken over the branch line of the C.P.R. between Vancouver and Steveston, and will operate it as an

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electric railway, establishing an electric sub-station at Eburne for the new line. Electrical energy will also be supplied to cannerymen and other manufacturers who will establish additional enterprises at Steveston and other points near the mouth of the Fraser River. The electric system will be installed about July 1.



Established OverFifty Years.SIR H. MONTAGU ALLAN,  
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General Manager.**EVERYTHING IN RUBBER GOODS**ALWAYS UNIFORM  
ALWAYS RELIABLE  
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HONEST SERVICE  
COMPLETE SATISFACTION**"Red Star"**  
Sheet  
Packing**"Red Star"** is the original High-Grade Sheet Packing, a winner all the time.

Some of the other Packings are good Packings, but—

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Write for a Free Sample.

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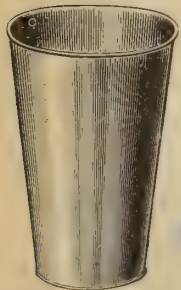
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Vancouver, B.C.**THE CANADIAN RUBBER CO. OF MONTREAL.****SAP PAILS and SPILES**

These goods will be needed before long, and your customers may ask for them any time now.

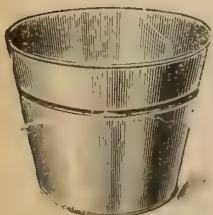
If you require either spiles or pails, we can ship you any quantity the same day the order reaches us.

**Sap Pails**

Made in six sizes, in both straight and flaring patterns.



STRAIGHT PATTERN.



FLARING PATTERN.

**"Eureka" Cast Iron and Steel Spiles**

The superiority of these spiles over all others is well known to the trade. Tinned and Galvanized Iron in the following sizes and gauges, for sap pans always in stock.

**Tinned Iron**48x96x20  
48x96x22  
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36x84x22  
36x84x24**Galvanized Iron**48x96x22  
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**Montreal.**

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### WHO WILL BE THE ELECT?

WITH the air full of gossip as to the material Mr. Whitney will select within the next few days for his Cabinet, and several professional gentlemen already singled out as among those likely to have ministerial honors conferred upon them, the business community are naturally anxious that the few of their number who can "qualify" should not be passed over.

The new premier has been given an unusual opportunity to serve the Province of Ontario and serve it well. He will be justified, moreover, in introducing a strong professional element into his Cabinet. At the same time, he ought to bear in mind that the biggest factor in the industrial and commercial expansion of Ontario and Canada for many years to come will be its business men. If he would legislate wisely he should see to it that a fair share of the machinery of government is intrusted to

those who are in closest touch with Canadian trade and commerce.

### A VIEW OF THE FAILURE RECORD.

ACCORDING to Bradstreet's the commercial failures in Canada during the years from 1896 to 1904 were as follows:

		Assets.	Liabilities.
1904	1,177	\$4,136,618	\$10,018,99
1903	956	3,832,197	8,328,262
1902	1,092	3,97,220	8,328,658
1901	1,370	5,196,951	11,656,937
1900	1,333	4,244,932	11,785,276
1899	1,285	.....	11,077,891
1898	1,427	.....	9,644,100
1897	1,097	.....	13,147,929
1896	2,179	.....	16,208,460

The increase in 1904 over 1903 was 221 in number, \$284,421 in assets and \$1,690,037 in liabilities. Over 1902 the increase was 85 in number, \$539,398 in assets and \$1,689,641 in liabilities. The failures of 1903 were much below the average. In fact, they were the smallest in the Bradstreet's record since

As readers of **HARDWARE AND METAL** already know, the Machinery Department, which we have been running for some years, has developed into a distinct and separate newspaper. The Machinery Department in **HARDWARE AND METAL** has therefore been discontinued, but subscribers to **HARDWARE AND METAL** will receive as well a copy of **MACHINERY**, the new paper, until the end of 1905, or until their subscription expires.

1882, though during the intervening period there has been a large increase in population, and a considerable increase in the number of traders.

Dun's Review in a table of the Canadian failures by branches of business shows the largest adverbs in 1904 appeared in general, dry goods, liquor and grocery stores. The following are the figures:

	No.	1904.	No.	1903.	No.	1902.
General Stores.....	261	\$1,893,250	217	\$1,281,194	251	\$1,776,190
Dry Goods.....	83	1,208,032	61	461,484	68	1,018,159
Clothing.....	68	374,624	53	282,093	67	369,190
Groceries.....	175	903,120	165	723,475	162	541,570
Stores.....	30	325,974	22	210,103	27	412,210
Books.....	6	41,650	10	56,200	9	133,350
Liquors.....	34	296,552	24	77,840	30	485,096

Even during the past three years the development of the departmental store in city and town can be seen to have swelled the failure list of especially the general stores. It has also tended to reduce the number of the smaller class

of merchants not only in the cities and larger towns where it is established, but in the surrounding towns and villages. There is no reason, however, in the record noted above or anything presently developed in the general situation to think that the growth of commercial mortality is on the increase. The report for the last year is hardly of a character to cause general uneasiness. At present we are in a waiting stage. A moderate check was felt in 1904. Until we learn what 1905 will bring forth it is impossible to tell much about the future. If the great staple crops are abundant, the foundation will exist for good times. The important industries in the various sections of the country have complaints, but are generally in a flourishing condition. Banks are loaning freely to legitimate borrowers, which is a healthy indication.

### WHAT THE TRADE PAPER DOES.

A FEATURE of the trade paper which is peculiar to it, but not often discussed, is its co-operative side, i.e., its making one family of the members engaged and interested in an industry. Take a man in the grocery business for instance. He has his local newspaper every day from which he gets a modicum of what is going on in the world of politics and finance. But what has it to put him in touch with his own particular interests? Absolutely nothing. The latest process of manufacture or brand of goods on the market may mean dollars and cents to him and yet nothing about them is to be found in such a paper.

On the other hand his trade journal

keeps him in touch with all the people who make or job or retail the goods in which he is most interested. Through it he is made acquainted with developments in the grocery trade—in the manufacture of food stuffs, etc., and put in real



touch with the industrial family of which he is a member.

Another valuable feature of the trade paper is that while it does not altogether take the place of the salesman, it does take his place in many places where it is not profitable for a manufacturer or jobber to send a salesman. It brings the little man in the small town in touch with the big man in the large town. It is a distributor of ideas, a drummer for business, and is often more effective than any individual traveling man can ever hope to be.

### CARELESS IGNORANCE.

**P**ERFECTION in system is usually looked upon as being one of the attributes of railway corporations. It is only ordinary business concerns whose systems are not always good. That railway companies have not good systems strictly perfect is evident from an instance which came under our observation a few days ago.

A large manufacturing concern in Canada had secured an order through one of its travelers from a merchant in New Glasgow, Quebec. It was the first order received, and the firm was particularly desirous of pleasing him. The goods were shipped promptly, but 42 days after shipment was made the shipper was notified by the railway officials that two cases of goods addressed to the New Glasgow merchant were lying at their office at Point Levis. The bill of lading instructed that the goods be shipped by the railway in question, via the G.T.R., via the G.N.R.

The address on the packages corresponded with that on the bill of lading, but in notifying the shipper that packages were lying at Point Levis the representative of the railway company wanted to know if the goods were not intended for New Glasgow, N.S. In fact they said they had no such station on their line as New Glasgow, Quebec. It appears that the goods had been shipped to New Glasgow, N.S., and finding that no merchant of the name on the cases did business in that town, they were brought back to Point Levis and then the shipper communicated with.

It would have been a simple matter indeed for the officials of the railway company to have discovered where New

Glasgow, Quebec, was situated. Had they the inclination, they could have discovered in five minutes, and when this was drawn to their attention the only answer they could give was to the effect that they thought the shipper had made a mistake.

It is evident that in the employ of the G.T.R. are men, who, like employees in some other business enterprises, have not enough initiative about them to turn to any directory and find the address of a town or of an individual. It is evident that the G.T.R. Company needs to stir up some of its careless employees, as business men stand to lose a great deal of money through the lack of prompt attention to duty on the part of the servants of transportation companies.

### A BIG BUILDING YEAR.

**I**F building operations keep up to the high standard that has been set during January, as indicated by the number of permits issued in Toronto and

#### CONVENTIONS POSTPONED.

The conventions of the Western and Manitoba Retail Hardware and Stove Dealers' Associations, which were to have been held in Winnipeg next week, have been postponed until Feb. 14th, when afternoon and evening sessions will be held in Scott Memorial Hall.

by the reports of new buildings to be erected in other Canadian cities, Canada will be a hive of industry during 1905.

During January, in Toronto alone, the aggregate value for which permits were issued was \$307,448, as compared with \$61,450 for the same month last year, showing an increase in favor of 1905 of \$245,998. The increase is partly owing to the Gutta Percha Rubber Company's new factory to be erected on O'Hara avenue at a cost of \$75,000, and the Christie, Brown Company's stables, which will cost \$15,000. February has also started off well with a permit issued to W. J. Gage & Co., Limited, for a new factory on which \$50,000 will be expended.

Toronto is not alone by any means, as Vancouver, Winnipeg, Brandon, and other Western cities also report a large number of new buildings to be erected, and everything points to another record year.

Whatever tends to benefit the building industry is of advantage to the hardware and plumbing trades, and the continued development of the building industry means much to all our readers. One branch of the building industry which should show marvelous development during 1905 is the concrete block system and Hardware and Metal will make a special effort to keep its readers informed as to the merits and demerits of this comparatively new phase of the industry.

### CONVENTION POSTPONED.

**A**S announced in another column, it has been deemed advisable to postpone for one week the convention of the Western and Manitoba Retail Hardware and Stove Dealers' Associations. After the announcement of the dates in the first week of the Winnipeg Bonspiel it was found that the reduced railway rates would not be given to non-curlers until the second week. The conventions will, accordingly, be held in Scott Memorial Hall on the afternoon and evening of February 14.

Every indication points to a large gathering, as hardware men from distant points have already intimated their intention to be present and it is likely that the Manitoba hardware men will take advantage of cheap railway rates to attend. Some very important business will be laid before the conventions and as many hardware men of the West as can possibly arrange to do so should manage to be present.

A scheme for the mutual fire insurance of members of the Association is being mooted by some members, and it will, no doubt, come up for discussion. The departmental store is invading the West and every hardware man is interested in plans for meeting this competition. No progressive hardware merchant in Manitoba or the Territories should miss these meetings if it is at all possible for him to attend.

### CHANGE YOUR ADS.

When you meet a friend on the street nearly every day, and stop and talk with him, you don't recite a set speech to him every time you meet him. Then why do you use the same old ad. day in and day out? Your readers are as tired of it as you are. You must tell them something new every time they meet you in the columns of the paper, or they won't stop and read your ad. Attract their attention and make them listen to what you have to tell them. Let it be new, bright, interesting. Tell them what you would tell them if they had come into your store to ask about the particu-



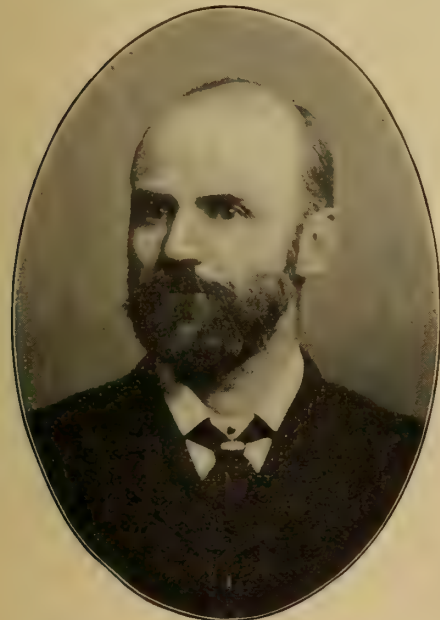
## BOARD OF TRADE ELECTIONS

## NO CONTESTS IN OTTAWA.

**E**LECTIONS by acclamation were the order in Ottawa this year the new officers of the board being: President, Denis Murphy; first vice-president, James W. Woods; second vice-president, Peter Whelan; secretary, Cecil Bethune; Council, W. H. Dwyer, A. W. Fleck, Jas. Ballantyne, G. S. May, W. P. Hinton, Stuart McClenaghan, D. M. Finnie, A. W. Ault, Jackson Booth, J. R. Reid, P. D. Ross, John McKinley. The board adopted a resolution endorsing the Empire Cable scheme and authorized the printing of a circular for distribution throughout the empire.

## A "TRADER'S WEEK" PROPOSED.

A joint committee of the Toronto Board of Trade and the Toronto branch of the Canadian Manufacturers' Association have been endeavoring to make arrangements with the railway companies for special rates to Toronto for a "Traders' Week" each Spring and Fall.



W. I. Gear, elected President of the Montreal Board of Trade for 1905.

The idea has worked out satisfactorily in New York, the special rates inducing retail merchants from all parts of the country to visit the metropolis and make their purchases from the wholesale houses. The carrying out of the plan in Toronto, however, is blocked by the refusal of the railways to grant any reduction in rates, fearing that other cities would make similar requests.

## QUEBEC'S NEW OFFICERS.

The 1905 officers of the Quebec Board of Trade are as follows: President, Wm. Power, M.P.; first vice-president, Geo. E. Amyot; second vice-president, T. Hetherington; treasurer, E. F. B. Ratray, and secretary, T. Levasseur.

## PORTAGE LA PRAIRIE IS PROGRESSIVE.

The Portage la Prairie, Man., Board of Trade has chosen the following officers for the coming year: President, A. L. Hamilton; vice-president, Ed. Brown; secretary, H. V. Hudson; council, A. H.

Dickens, J. V. Cadham, Geo. Munro, J. J. Garland, F. Babb, C. S. B. Burley, F. L. Newman and C. Heath. Steps were taken towards establishing fish hatcheries in Lake Winnipeg and D. A. McDonald was appointed as delegate to Ottawa to secure the assistance of the government re the prevention of floods.

## NEW ORGANIZATION FOR VANCOUVER.

A Chamber of Commerce is proposed in Vancouver, the chief mover in the new organization being Mr. Frank Burnett, senior. The annual membership fee of \$20 charged by the Board of Trade is, it is contended, too high for retailers. The Chamber will maintain a permanent salaried secretary if the effort to organize is successful.

## A NEW BOARD OF TRADE.

Elm Creek, Man., is one of the latest Western towns to organize a Board of Trade. Mr. J. T. Cook is the president.

## PREFERENCE TO CANADIAN PORTS.

At a meeting of the St. John, N.B., Board of Trade on January 17, the following resolution was passed: Resolved that this board is of the opinion that all preferential rebates off customs duties which are allowed in connection with Canadian imports, should only apply to goods that are imported through Canadian seaports and in British registered vessels.

## PRESCOTT BOARD OF TRADE.

The following officers of the Prescott Board of Trade have been re-elected by acclamation: President, F. S. Evenson; first vice-president, W. F. MacCarthy; second vice-president, W. F. MacPherson; secretary, J. D. Mills; treasurer, F. Bennett.

## PRESENTATION AT HALIFAX.

The annual meeting of the Halifax Board of Trade was held Jan. 24, the meeting being one of the largest and most representative gatherings of business men ever held in that city. James Hall was elected president, and A. M. Bell and George Faulkner, vice-presidents. The retiring secretary, Chas. M. Creed, was presented by the board with a check for \$460, as a recognition of his past valuable services, and as a token of the esteem in which he was held by the members.

## ELECTIONS AT KENTVILLE.

The King's County Board of Trade met at Kentville, N.S., on Jan. 24, there being a large attendance of farmers and fruit growers. The officers elected for 1905 are: President, C. O. Allen; vice-president, Joseph Kinsman; secretary-treasurer, J. H. Cox, Cambridge.

## MONTREAL BOARD OF TRADE.

The Board of Trade elections in Montreal on Feb. 1 resulted as follows: President, W. I. Gear; first vice-president, R. M. Ballantyne; treasurer, Jas. Thom; members of council, Andrew A. Allan, shipping; F. W. Thompson, flour milling; Andrew Herbert, groceries; Geo. Caverhill, hardware; E. C. Pratt, banking; Leslie H. Gault, dry goods; Alex. Ramsay, paints; C. B. Esdaile, grain; G. F. C. Smith, insurance; Harry

A. Hodgson, dairy produce; Donald Munro, live stock; J. J. McGill, manufacturing.

## BRANDON BOARD GETS BUSY.

The annual meeting of the Brandon Board of Trade took place on Jan. 24, the officers chosen for 1905 being as follows: President, John Inglis, re-elected by acclamation; vice-president, Frank Smith; secretary-treasurer, Kenneth Campbell, re-elected by acclamation; executive council, A. F. Campbell, Fred. Nation, A. D. Rankin, Messrs. Ingram, Alexander, McDiarmid, Coldwell, Lindsay, Warner, Hanbury, Bowker and Dr. Harcourt. It was reported that the population had increased from 7,000 to 8,000 during 1904; that another bank would soon locate in Brandon, making seven in all; that the assessment had increased from \$2,700,000 to \$3,300,000; that 250 buildings, worth \$600,000, were built during 1904; and that the hotel accommodation, school accommodation, customs collections, etc., had all shown great increases, all showing Brandon to be holding its own as the second city of the Northwest.



George Caverhill, elected a member of the Council of the Montreal Board of Trade, 1905.

## A RAZOR SHARPENER.

A most ingenious machine for the handy sharpening of razors is the "Farny," manufactured for the Farny Company by F. Alfred Reichardt & Co., New York. The machine holds a razor in the vise of a steel cradle fastened to a movable stage and kept in the centre by two wire springs under the platform of the razor holder. A crank movement turns two wings with sharpening surfaces set at an angle of ten degrees, as they revolve against the edge of the blade. Each revolution causes both wings to come once in contact with the razor and glide along its edge, one on one side, the other on the other. This gives a beautiful edge to the blade.

Mr. Charles Eakins has resigned from his position as bookkeeper for the Smith Plumbing Company, London, and will be located in Toledo, Ohio, in future. His fellow-employees presented him with a purse of gold as a token of their esteem.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 50.)

## QUEBEC MARKETS.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 3, 1905.

### Hardware.

**P**REDICTIONS made earlier regarding the bright future in the hardware and metal market for the coming year show every evidence of being realized in their fulfilment. At this time a year ago trade had fallen flat, the railroads were blocked, there was little freight moving, and consequent upon dull times retailers were holding back. To-day orders are coming in at a greater rate than is usual even at this, one of the busy seasons of the year, and travelers and wholesale houses are correspondingly busy. Prices are being well maintained and some lines are even firmer than before. Wire nails are quoted 5c in advance of last week's prices. Copper rivet quotations are changed, the discount being 45 per cent. Some changes are noted in merchant steel, being an advance of 5c a hundred on certain lines. Lanterns are quoted at considerable reduction from former prices.

**Axes**—Travelers report unusually large orders of these for future delivery. Our quotations are as follows: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—The market is quite brisk with no change in prices. We quote: Axe handles, No. 3, \$1.25; No. 2, \$1.50 No. 1, \$1.90 a dozen; adze handles, 34 inch, \$1.85 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—The demand for these continues fair but with no marked activity. Quotations are as follows: hand sewing machines \$11.00 each net; complete machines with stand, \$18.00 and up, according to quality.

**Lanterns**—Prices are somewhat unsettled and are quoted at considerable reduction this week. The demand continues good with large sales. Quotations are Cold Blast, \$4.75; No. 0 Safety, \$3.50.

**Barb Wire**—The market has picked up considerably lately and has once more resumed a fair basis of activity. Prices remain unchanged. Our quotations are as follows: \$2.75 per 100 lbs. f.o.b. Montreal, and \$2.50 f.o.b. Cleveland. Carlots of 15 tons, \$2.40 f.o.b. Cleveland.

**Fence Staples**—Demand is better. We quote as follows: \$2.65 per 100 lb. keg

for bright, and \$2.85 for galvanized; 25 to 50 lb. packages 25c. extra.

**Rivets and Burrs**—There is considerable movement in rivets and burrs at present. The following discounts are now being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., coopers' rivets and tinned swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off, copper rivets with the usual proportion of burrs, 45 per cent off; and coppered iron rivets and burrs in 5-lb carton boxes at 60 and 10 and 10 off; copper burrs alone 30 and 10, subject to usual charge for half lb. boxes.

**Screws**—In common with other lines in the hardware trade, all sizes of screws have seen marked activity within the past week. Discounts are as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—There is a much bigger demand for these and wholesale houses report large sales.

**Wire Nails**—An advance of 5c a keg in wire nails is noted over the price quoted last week. There is a good demand. We quote: \$2.25 a keg f.o.b. Montreal.

**Cut Nails**—Cut nails are not in great demand at present. The price continues as before, \$2.20 a keg f.o.b. Montreal.

**Horseshoes**—This is one of the most brisk markets at present. Shipments being freely made. Our quotations are: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—There is considerable activity in horsenails, as well as horse-shoes, with no change whatever in prices.

**Sporting Goods**—Orders for sporting goods are fewer than before, although some are being placed for next season. We quote: Centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2. per thousand; C. B. caps, \$2.60 per thousand. Standard shot, \$6.50 per hundred lbs; chilled, \$7 per 100 lbs; buck and seal, \$7.50 per 100 lbs; ball, \$8 per 100 lbs. We quote discounts 15 per cent. f.o.b.

Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—This market has been quiet recently, but has experienced a lively change. The manufacturers are preparing for a large season's trade.

**Cordage**—There is little change in the cordage market from a week ago. Prices continue firm, but the market is comparatively quiet.

**Cement and Firebrick**—It is expected that within the next three weeks trade in cement and fire brick will once more resume activity, but at present there is very little doing in these lines. We quote as follows: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel ex store, and American, \$2.15 to \$2.35 ex cars.

**Coil Chain**—The market is quiet and no change in prices. We quote: 5-16 inch, \$3.90; 3-8 in., \$3.75; 7-16 in., \$3.55; 1-2 in., \$3.25; 9-16 in., \$3.30; 5-8 in., \$3.20; 3-4 in., \$3.05; 7-8 in., \$3; one inch, \$2.95.

**Green Wire Cloth**—Orders for Spring delivery are being freely booked. Quotations are \$1.50 per hundred square feet.

**Poultry Netting**—Travelers report that there is to be an unusually large demand for poultry netting this season. Discounts for 2 inch 19 gauge standard extras are 60 and 5; for 2 inch 16 gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—The market is lively. We quote as follows: No. 5, \$17.25 per gross; No. 19, \$18 per gross; No. 20, \$10.50; No. 120, \$20; No. 51, \$9.25; No. 50, \$27.50.

## METALS.

Prices on all metals have been maintained during the past week, and while only one advance is noted several others are very firm. On galvanized and black sheet no concessions are obtainable as intimated a week ago. Ingot tin has advanced 1-2c the price now being 33 to 33 1-2c. No great activity prevails in any line but there is a steadiness to the market. In scrap metal and old material there is little doing and stocks are being held in anticipation of higher prices.

**Pig Iron**—While the blast furnaces are very active there is no great quantity of pig iron moving at present.

"Disc." No. 1.....\$16.50 delivered Montreal.  
"Dom." No. 1.....17.50  
Usual difference in price for lower grades.  
Ferrona No. 1.....\$18.00 delivered Montreal.  
" No. 2.....17.50  
" No. 3.....16.50  
" No. 4.....16.00  
Londonderry.....\$18.50 to \$19.00 delivered Montreal.  
Glengarnock.....20.00  
Gartsherrie.....19.25  
Carnbroe.....18.50



Carron No. 1.....	19.50	delivered Montreal.
" (special) .....	18.50	" "
Ayresome No. 1.....	18.00	" "
" No. 3 .....	17.50	" "
Summerlee.....	19.50	" "
Clarence No. 1.....	18.00	" "
" No. 3.....	17.50	" "
No. 1 Cleveland.....	18.00	" "

**Bar Iron**—Rolling mills are turning out a large quantity of bar iron and orders for future delivery are being freely booked. Quotations are as follows: Merchants' bar, \$1.77 1-2; horse-shoe iron, \$2.02 1-2; forged iron \$1.97 1-2; best refined iron, \$2.17 1-2 base, net cash thirty days.

**Tool Steel**—Larger orders than usual have been taken for tool steel this season and a big output is expected. The market is firm. Our quotations are as follows: Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Merchant steel has advanced within the past week. The new prices being given below: Sleigh-shoe, \$1.87 1-2; tire, \$1.97 1-2; spring, \$2.75; toealk, \$2.50; machinery, iron finish, \$2; square harrow, \$1.97 1-2; reeled machinery steel, \$2.75; mild, \$1.82 1-2; rivet, \$1.82 1-2; net cash thirty days.

**Cold Rolled Shafting**—The demand continues good with a firm market. We quote: Cold rolled shafting, 3-4 inch, to 1 7-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—This week sees little change in Canada Plates. The advance of a fortnight ago still holds. Our quotations are as follows: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—In black sheets the market continues firm, no concessions whatever being obtainable on prices quoted. We quote as follows: 28 gauge, \$2.15; 26 gauge, \$2.10; 22 to 24 gauge, \$2.05; 19 to 20 gauge, \$2.20; 8 to 10 gauge, \$2.30.

**Galvanized Iron**—Recent advances in galvanized iron are being maintained with no shading whatever on quotations given. We quote: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—There is little activity in this market, which continues firm. Quotations are 9 1-2 to 9 3-4c.

**Sheet Zinc**—Although the zinc market is firmer than a week ago there is

no quoted advance in sheet zinc. Quotations are: Case lots, \$7; small quantities, \$7.25 upwards.

**Tin Plates**—Tin plates are somewhat firmer and continue active. We quote: Cokes, \$3.75; charcoal, \$4.

**Ingot Tin**—There has been an advance in ingot tin during the past week of 1-2c a pound, the price now being 33 to 33 1-2c.

**Ingot Copper**—The advance in copper noted last week still holds, with no further changes. The market continues steady and is fairly active. We quote: 16 1-4 to 16 1-2c, no concessions whatever being obtainable on these prices.

**Ingot Zinc**—There is little movement in ingot zinc at present and the strength that has characterized this market recently is still maintained. We quote: 63-4 to 7c.

**Pig Lead**—Evidences pointed towards an advance in pig lead recently but so far such has not materialized. There is considerable activity. We quote, \$3.50 to \$3.60, no concessions being obtainable.

**Boiler Tubes**—Boiler tubes are in good demand and an active season is being looked forward to. Quotations are as follows: Highest grade soft steel, British and American tubes, one and a half inch, 7 1-2c; 2 in., 8 1-2c; 2 1-2 in., 10c; 3 in., 12 1-4c; 3 1-2 in., 16c; 4 in., 20c; 5 in., 45c. Price per foot net.

**Scrap Metal and Old Material**—There is no considerable movement in scrap metal and old material at present. Prices for the most part are firm with the indication of advances so that stocks are being held with this in view. We quote: Heavy copper and wire, 11 3-4 to 12 1-4c; light copper, 10 3-4 to 11 1-4c; heavy red brass, 10 to 10 1-4c; heavy yellow brass, 7 3-4 to 8 3-4c; light brass, 5 1-2 to 6c; lead, 2 1-4c; zinc, 2 3-4c to 3c; iron, No. 1 wrought, \$12; machinery scrap, \$12 to \$13; stoveplate, \$10; mixed country rags, 65 to 75c per hundred pounds; old rubbers, 5 1-2 to 6c.

## ONTARIO MARKETS.

Office of HARDWARE AND METAL,

10 Front street east,

Toronto, Feb. 3, 1905.

### Hardware.

FOR this time of the year business in general hardware lines is quite brisk. However the usual quietness is felt, although not quite to the usual extent. Business this year is opening up much better than it did last, and there are exceptional prospects for trade during the year. At present, for the most part, retailers are buying for immediate requirements, although a few orders for future delivery are reported. The feature of February business will probably be much the same as those of January.

Price lists show no change this week.

**Lawn Mowers**—The demand is normal for this time of the year.

**Guns and Ammunition**—There is nothing much doing. Trade is normal.

**Washing Machines**—There is the usual demand.

**Chain**—The normal trade is being done. Probably February will see an impetus given to trade. Our quotations are as follows: 1-4 in., \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—The recent advances hold firm: trade is of course quiet but perhaps above normal. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices have been confirmed but are subject to change without notice. Trade is normal.

**Barb Wire**—Nothing much is doing in barb wire as yet.

**Wire Nails**—Situation shows little change. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—There is a fair trade being done. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—A very good demand for horseshoes is reported for this time of the year. We quote as follows: "P.B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—Business is very good in this line and prospects are also very bright. Prices remain unaltered.

**Rivets and Burrs**—A very good trade is being done and there is every indication of a good demand throughout the year.

**Bolts and Nuts**—A very good volume of trade is being done, with bright prospects for trade during the year.

**Woodenware**—Market conditions remain unchanged, and the normal business continues.

**Cordage**—Orders are being booked. Prices remain unchanged. We quote as follows: Binder twine, Blue 11 1-2c; 12 1-2c; Red Cap, 11 1-2c; Tiger, 11 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; dot lathyrn, 10 1-2c; single lathyrn, 10 1-2c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

### METALS.

The local metal market continues active and firm. Orders are being placed very freely both for present use and for future delivery. The feature of the week has been the good demand for ingot metals.

The slight lowering of prices on the British market has proven, as was expected, only a temporary condition. Tin,



copper and lead are all up again, but pig iron and spelter still keeps low.

**Pig Iron**—Sales continue to be good on the local market, and many orders for delivery late in the year are being booked. Several large sales of pig iron were made on the Pittsburg market during the last week of January.

**Bar Iron**—There is a very good demand, and prices remain unchanged. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—There is a strong and active market. Quotations on the London market are again up. Quotations are from 32 to 34c per lb.

**Galvanized Sheets**—The market shows a more active aspect this week. Prices are firm.

**Tin Plates**—This market is more active than last week, and recent advances hold firm.

**Canada Plates**—The market is rather quiet this week; prices remain unaltered.

**Brass**—There is a rather quiet market. Advances of recent date hold firm. Discounts are 10 per cent.

**Lead**—The market is firm, and more active than last week. Prices on London market have advanced. We quote: Pig lead, \$3.80 per 100 lbs; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—There is a very good demand, and the market is firm. Quotations are as follows: 7c per lb. for foreign and 5 1-2 to 5 3-4c per lb. for domestic.

**Copper**—For ingot copper the demand has been very brisk this week. Copper has advanced on London market. Quotations are as follows: Ingot copper, 16 1-4c per lb and sheet copper, 21c per pound.

**Antimony**—The market is quiet, and prices remain unaltered.

**Cement**—Few orders are being received, outside dealers believing that prices will take another drop before trade opens next Spring. Prices have declined a trifle during the week, but, as to the prices current before trade closed, no definite impression can be had. No further decline is expected;

but a movement is expected shortly from the manufacturers to make a decided advance. Our quotations are:

For earload orders f.o.b. Toronto, Canadian Portland, \$1.70; American Portland, \$1.70. For small orders ex warehouse: Canadian Portland \$2; American Portland, \$2.

**Firebrick**—The discontinuation of repair work has diminished the demand. This quietness is expected to reign until the usual repair work begins in the Spring. Prices remain the same. We quote the following prices: English and Scotch firebrick 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—Some good orders have been received by the manufacturers

from the wholesale hardware houses. Preparatory to filling orders from their travelers who are now on the road. The majority of country hardware merchants have concluded taking stock, and those who order their building paper direct from the manufacturers are expected to send in their orders during the next week or ten days.

**Old Material**—A good general demand from the Canadian utilizers has developed on the market during the last week. Lead, copper, brass and iron have the principal inquiry, although the demand for old rubbers has brightened up wonderfully, and the general impression conveyed is that American manufacturers are minus stock and are anxious to purchase. Quotations are as follows: Heavy copper and wire, 13c per lb; light copper 12c per lb; heavy red brass, 10c per lb; heavy yellow brass, 8c per lb; light brass, 6s per lb; tea lead, \$2.35 per 100 lbs; heavy lead, \$2.50 to \$2.60 per 100 lbs; scrap zinc, 3 3-4c to 4c per lb; iron, No. 1 wrought, \$11; No. 2 wrought, \$3; machinery cast scrap, \$13; stoveplate, \$8 to \$9; malleable and steel, \$5; old rubbers, 5 1-2c per lb; country mixed rags, 65c per 100 lbs.

**Coal**—A marked decline is noted in Hoeking and Youghiogheny coals. This decline is due more probably to the fact that a number of new mines have been opened in Ohio and sister states which has resulted in a production far in excess of the demand. Our quotations are as follows: Anthracite in cars at Briges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hoeking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 11-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

## LONDON METAL MARKETS.

From Metal Market Report, Jan. 31, 1905.

**Pig Iron**—Middlesboro No. 3 foundry boro and the same for Scotch warrants, at 53s 9d, making prices as compared with last week, 3d lower for Middlesboro and the same for Scotch warrants.

**Tin**—Spot tin opened quiet at £132, futures at £130 15s, and after sales of 150 tons of spot and 100 tons of futures closed firm at £132 7s 6d for spot and £131 for futures, making prices as compared with last week £2 2s 6d higher for spot and 5s higher for futures.

**Copper**—Spot copper opened firm at £68, futures at £68 2s 6d, and after sales of 200 tons of spot and 600 tons of futures, closed firm at £68 1s 3d for spot and £68 5s for futures, making price as compared with last week 3s 9d higher for spot and 7s 6d higher for futures.

**Lead**—The market closed at £12 15s, making prices as compared with last week 1s 3d higher.

**Spelter**—The market closed at £24 12s 6d, making prices as compared with last week, 5s lower.

## UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Age, Feb. 2, 1905.

So far as fresh buying is involved the pig iron markets, generally speaking, have been rather quiet during the past week. In the Pittsburg district steel makers have not taken additional quantities, nor is it certain that the leading interest will purchase any notable quantities at once. The market has been pretty thoroughly cleaned up of speculative lots, only one small parcel of less than 3,000 tons, offered at a shade under prevailing prices, having been marketed.

Eastern steel makers have shown increased interest in supplying future wants, and sales aggregating about 25,000 tons have been consummated for delivery to the end of the year. Negotiations for further lots are pending.

The steel market is narrow and strong in all the principal selling centres. Some of the rolling mills within moderate reach of tidewater have been testing the market for imported steel, but find conditions adverse and prices high even for drawback tonnage. The German coal strike is an uncertain factor in the international markets. Advices indicate that the German steel works had some stock of fuel to draw upon, and appear thus far to have made their shipments regularly. The English makers are in a position to take care of requirements for the immediate future and show a disposition to do so at no marked rise in the price. However, it is believed by importers that had it not been for this danger of a curtailment of the supply it might have been possible to put through some business for this side.

Reports from the steel rail makers are better than they were. In the West some further large orders have been placed, Chicago reporting about 50,000 tons additional, which include 30,000 tons for a Northern transcontinental line. It is reported that the South Chicago mill has now booked an aggregate of 400,000 tons out of a total capacity of 750,000 tons. It is estimated that the mills in the pool now have about 1,000,000 tons on the books. Last year these mills shipped a little under 1,450,000 tons, which include Canadian and Mexican shipments, the official record of such exports having been 240,000 tons. This leaves a little over 1,200,000 tons as the record of last year of this particular group of mills. Besides this, of course, they contributed the balance of the exports, which aggregated 414,800 tons.

There is no hope whatever of selling to Canada this year under the anti-dumping clauses of the Canadian tariff, so that the Canadian Pacific order now up for consideration does not interest our makers. Last year under the stimulus of the rush to get in in time the exports to Canada were 216,800 tons. But even taking into account that this business is lost, the position of the rail mills is very much better than last year, which will go down into the history of the rail trade as the worst for a long period of years.

The activity in the merchant pipe trade has justified a further advance of \$1 per ton and has brought about the placing of heavy orders for skelp.

The structural and plate markets are quiet, no notable transactions having taken place.



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## PITTSBURG METAL MARKETS.

Iron Trade Review, Feb. 2, 1905.

**Pig Iron**—The iron market is quiet and owing to the small number of transactions it is difficult to locate the market. We note the sale of 2,500 tons of No. 2 foundry at \$16.25 furnace, located east of Pittsburgh, and owing to the location of the consumer the price is considered a good one for the furnace. Valley iron is offered at \$16, furnace. Several foundry furnaces are heavily over-sold, while others are eager for business and until the latter are filled up, low prices will continue to prevail. Speculative Bessemer continues to be offered in this market at \$15.50, furnace, despite the recent heavy sales, and operators are beginning to wonder how much iron was really sold to speculators on the late low market. The Bessemer Pig Iron Association refuses to shade \$16, and there is little doubt that this price can be secured when all the speculative iron is cleaned up. Purchases by the United States Steel Corporation are expected within a few days, but the tonnage has not been fixed. Forge iron is held at \$16 to \$16.25, Pittsburgh. We revise quotations as follows:

Bessemer, Valley .....	\$15 50 to \$16 00
Bessemer, Pittsburgh ..	16 35 to 16 85
No. 1 Foundry .....	17 25 to 17 50
No. 2 Foundry .....	16 85 to 17 35
Gray forge, Pittsburgh ..	16 10 to 16 25
Basic, Valley .....	15 90 to 16 00
Basic, Pittsburgh .....	16 75 to 16 85

**Steel**—Independent finishing mills are having considerable trouble in securing steel to operate their plants, and Bessemer and open-hearth billets for prompt shipment are held at \$24.50 to \$25, Pittsburgh, while sheet bars are quoted at \$26.50 to \$27. Large steel producers in this district are not making sufficient steel to meet the requirements of their finishing departments and the outside mills are not receiving shipments on their contracts.

**Plates**—Despite the fact that there is little demand for plates from the boiler, tank and shipbuilding trades, the mills are gradually falling behind on their orders on account of the heavy demands of the steel car builders. Little new business is being placed, but the specifications on contracts are growing heavier daily.

**Bars**—The market is firm at 1.70c, Pittsburgh. On steel bars one of the leading interests is asking a premium of \$2. We quote as follows: Bar iron, 1.65c to 1.69 1-4 Pittsburgh hoops, 1.55c, and bands, 1.40c, both taking bar extras. Bessemer steel bars, 1.40c; open-hearth steel bars, 1.40c; plow and cultivator beams, 1.40c net; channels, angles, zees and tees under 3 in, 1.05c. The following differentials are maintained on steel: Less than 2,000 lbs of a size and not less than 1,000 lbs, 10 cents advance; less than 1,000 lbs of a size, 30 cents advance.

**Structural Material**—Most of the structural shops in this district have large orders on hand, and the structural mills are well filled for this season of the year. Quotations are unchanged:

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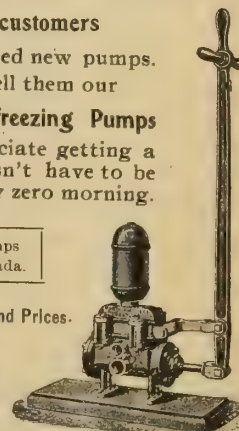
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Beams and channels up to 15 in, 1.50c; over 15 in, 1.60c; angles, 3x2 up to 6x6, 1.50c; zebs, 1.40c; tees, 1.55c; angles from 3 to 16 in, 1.50c; universal and sheared plates, 6 1/4 to 14 in, inclusive, 1.40c; over 14 in, 1.50c base.

**Sheets**—Demand for sheets for prompt delivery continues heavy, while all mills are operating at a greater capacity than any time in the past year and a half. Jobbers are laying in heavy stocks anticipating another advance, which is looked for shortly.

**Wire and Wire Nails**—Heavy stocks are being accumulated in all the warehouses of the wire and nail manufacturers in anticipation of a heavy Spring trade. An advance in price is expected this week, but as yet no announcement has been made. Quotations are unchanged as follows: Wire nails, jobbers' carload lots, \$1.75; retailers' carload lots, \$1.80, and less than carloads, \$1; painted barb wire, \$1.90 to jobbers in carloads; retailers' carloads, \$1.95, and less than carloads, \$2.05, with 30 cents for galvanizing. Annealed smooth fence wire is held at \$1.60, with the usual differentials to retailers for carloads and less than carloads. Quotations are all f.o.b. Pittsburg, 60 days, with 2 per cent. discount for cash in ten days. Iron cut nails are held at \$1.85 Pittsburg, and steel at \$1.75.

**Merchant Steel**—Demand continues strong, although prices continue practically unchanged.

**Coke**—The coke market is somewhat easier, strictly Connellsville furnace coke being held at \$2.50 to \$2.60 for prompt shipment, and foundry is held at \$2.85 to \$3. The coke shipments to the west are heavy, but a lack of suitable cars has hindered eastern shipments. Coke production continues heavy and at the rate of about 17,000,000 tons annually.

### TRADE CONDITIONS IN NEW BRUNSWICK.

Special correspondence of **HARDWARE AND METAL**.

St. John, Jan. 30, 1905.

THE big event in local hardware circles lately was the annual dinner of the St. John Iron and Hardware Association, which was held at the Union Club on the evening of Jan. 25. The attendance was large and thoroughly representative of the trade. The chair was occupied by Mr. John Keefe, the association president. The committee in charge of the affair were Messrs. A. M. Rowan, J. J. Barry, J. A. McAvity, and J. P. McIntyre. After the dinner had been done justice to, the toasts were honored as follows: The King, proposed by the chairman; Our Association, proposed by W. S. Fisher and responded to by W. H. Thorne; The City of St. John, proposed by Chairman Keefe and responded to by Mayor White, H. B. Schofield, Ald. T. B. Robinson; The Iron and Hardware Manufacturers, proposed by J. J. Foote and responded to by W. S. Fisher, G. McAvity, C. McDonald and J. A. McAvity; Our Guests, proposed by M. E. Agar and responded to by C. J. Coster and J. D. Hazen, M.P.P.; The Ladies, proposed by Col. Markham and replied to by H. J. O'Neill and James Harrison.

The dinner was undoubtedly one of the most successful that the Association has yet held.

It is not improbable that shelf hardware will soon be bringing higher prices than at the present. The travelers for American manufacturers who have been going the rounds of late are quoting somewhat higher figures than formerly and the effect must soon be evident. Already a stiffening in price is making it-

self felt in regard to, at least, some articles.

Although perhaps not strictly a hardware subject it may not be amiss to mention the formation of a new iron company in New Brunswick. This company is known as the New Brunswick Iron Company, Limited, and has possession of a large tract near Lepreaux, Charlotte county, where a variety of iron ore is said to be plentiful. This ore is com-

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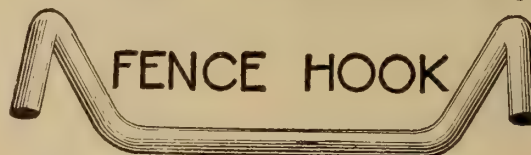
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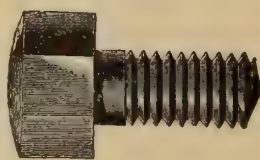
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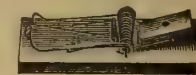
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monly supposed to be magnetic. The president of the company is Mr. C. V. Wetmore, Sydney, who was also the chief promoter. The vice-president is Mr. J. S. McLennan, of Sydney, and the secretary Mr. Peter Clinch, of this city. The company expects to send iron to Sydney, the United States, Germany and England.

The January sales have not, of course, been very heavy. The general opinion, however, is that the sales compare favorably with those of the same month in other years. The very stormy weather has probably interfered with the sales to some extent. The outlook for the next few months is regarded as very good.

Prices all round are firm at present. There is no sign of any instability that would cause anxiety although there is a slight drop in the price of one or two articles.

#### NEW SAW COMPANY.

A new organization known as the Canada Saw Co., with headquarters at Ottawa, have concluded negotiations for the purchase of the Ottawa Saw Co. and the saw manufacturing plant formerly owned and operated by the James Robertson Co., Toronto. Negotiations are said to be under way for the purchase of every independent saw manufacturing plant in Canada with the exception of Shurly & Dietrich, of Galt.

#### A NEW CONCERN.

The St. Armand Co. is the firm name adopted by A. M. St. Armand, hardware importers and manufacturers' selling agents, with headquarters in Montreal. Mr. St. Armand was formerly manager of the Canada Hardware and is widely known all over the trade. His agencies will include many of the leading manufacturers of this continent as well as of the Old Country.

#### A STRONG LIST OF FIRMS.

Wayland Williams & Dadson is a firm which though young in this name are old in experience as hardware and machinery sales agents. Wayland Williams was for years secretary of the Laurie Engine Co. They will represent in Montreal and the Province of Quebec the following firms: John Birch & Co., Limited, engineers and merchants, metals and machinery, London, England; Henry Russell & Co., tool steel, files, Sheffield, England; T. Harding Churton & Co., A. C. Motors, Leeds, England; Acme Lathe and Products Co., cap and set screws, special screws, etc., Manchester, England; Campbell Gas Engine Co., Limited, gas engines, suction gas plants,

Halifax, England; Roberts Filling Machine Co., patent filling machines, Bolton, England.

#### CHINESE STEEL RAILS.

In 1903, the iron works at Han Yang, China, turned out over 28,000 tons of steel rails, which were sold at an average price of \$31.37 a ton. The output of pig iron was increased from 75 to 120 tons a day. The iron works employed five foreigners as managers and overseers and over 3,000 native workmen.

#### PERSONAL AND TRADE NOTES.

Mr. Adam Taylor, of the Taylor & Forbes Company, Guelph, made a business trip to Toronto this week.

C. R. Boulthée's implement and general milling business at Broadview, Assa., was destroyed by fire on Jan. 29.

Mr. W. M. Pringle, a popular young hardwareman of Whitby, was married last week to Miss Ross of the same town.

Mr. D. R. Pottinger, representing Geo. Carter & Co., of Victoria, B.C., was a visitor to the Toronto hardware trade this week.

Mr. James McGuire, who for 45 years carried on business as a master plumber in Quebec, died on January 30, after a brief illness.

Mr. Eugene Coste, president of the Canadian Mining Institute, has returned to Toronto after a visit to the California oil fields.

Watts & Company are a new firm who are opening up a hardware business in Brantford. They will be ready for business about March 1, with a full line of goods.

Mr. G. N. Griffin is now representing the Vokes' Hardware Company in their city business, taking the place of Mr. Morgan Smith, now with the Brooks-Smith Hardware Company.

Fire did several thousand dollars' worth of damage at the Woodstock Gas Company's works on Jan. 29, the brigade of the Bain Wagon Company rendering valuable assistance.

Mr. E. W. Rathbun, the new M.P.P. for East Hastings, is well known to Canadian dealers in lumber, cement, etc., through his connection with the Rathbun Lumber Company, Limited, of Deseronto.

Fire did \$80,000 dollars' worth of damage to the National Rubber Company's warehouse and to the Kilgour & Co.'s furniture factory in Montreal on Jan. 28. Most of the loss was covered by insurance.

The store of R. Goods, Pembroke, dealer in paints, oils, wall paper, etc., was destroyed by fire on Jan. 27. The office of the Pembroke Electric Light

RETURNED  
MAR 1 1905  
No Name  
Call  
Page



### Metallic Skylights

The acme of Skylight perfection!

We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

**METALLIC ROOFING CO.,**  
Limited,  
Wholesale Manufacturers,  
TORONTO, CANADA.

Company was in the same building and was also destroyed.

Mr. E. P. Heaton, of Montreal, has been appointed manager of the new fire insurance department of the Canadian Manufacturers' Association. Mr. Heaton has had 27 years' experience in fire insurance and was chosen for the new position out of 40 applicants.

Mr. George L. Rice, who for a couple of years past has been superintendent of the Deering Harvester works, Hamilton, has left for Chicago to assume the management of the large twine factory of the International Harvester Company. Before leaving Hamilton he was presented with a handsome diamond scarf pin.

The business heretofore carried on by Mr. A. C. Jenking, of Montreal, will in future be known as A. C. Jenking & Co., as Mr. Jenking has entered into partnership with Mr. J. L. Woods, recently from England. The firm will be represented on the road by Mr. J. Arnold, who is well known amongst the trade.

The Facer Solid Steel Car Wheel Company, of Perth, Ont., is asking for an extension of one year, within which to import steel wheels and machinery used in the manufacture thereof, without invalidating the patents. The ground for the request is that the company has not yet been enabled to manufacture the patented articles in the Dominion.

Mr. John N. Hunter, who has held the position of advertising manager for Lewis Bros., Montreal, for some time past, has severed his connection with that firm and accepted a position as traveling salesman for Decatur, Ball & Co. Mr. Hunter has made many friends while in Montreal who regret that the change means his departure from the city. He left this week for a Western trip.



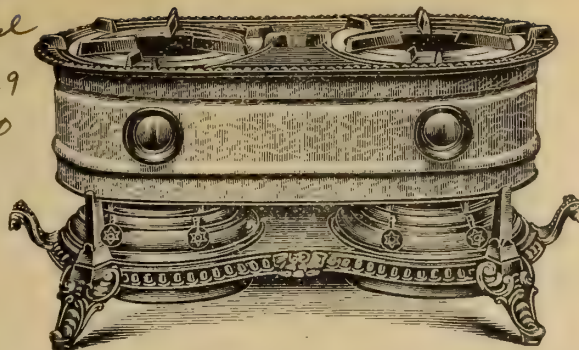




A★1 To Montreal  
Trade Mark. Cut Book 29  
Page 70

OIL

of all



Trade Mark.

STOVES

descriptions.

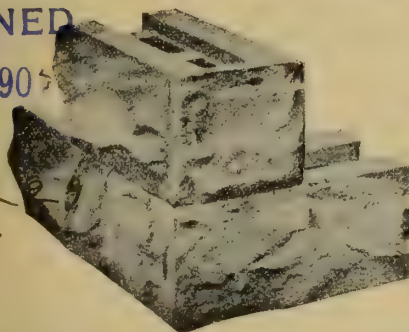
F. W. LAMPLOUGH &amp; CO., MONTREAL

## CONCRETE BLOCKS

RETURNED

FEB 4.. 1905

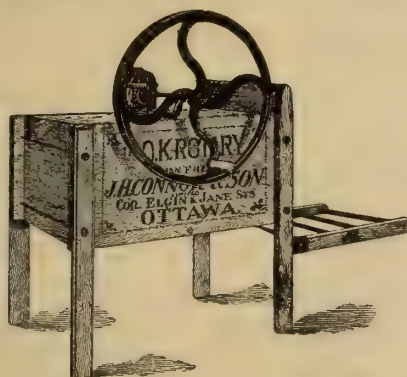
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Page 71



## Concrete Block Machine Co.

32 Church St., - - Toronto.  
CORRESPONDENCE INVITED.

## CONNOR'S O. K. ROTARY WASHER.

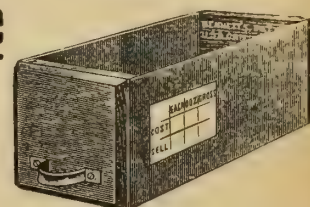


No experiment, but a trade winner. Dealers who handle this washer say they sell easier than any other. Write for our catalogue and price list.

J. H. CONNOR &amp; SON, LTD., Manufacturers OTTAWA

IF YOU INTEND MAKING ALTERATIONS WRITE  
US FOR PRICES AND PARTICULARS  
OF OUR

Hardware  
Shelf  
Box.



We can make boxes to fit your present shelving

...THE...

## Bennett Manufacturing Co.

PICKERING, ONT.

Ammunition, Etc.—We quote as before:

Ammunition, cartridges, Dominion R.F.

50 and 5 p.c.  
Dominion, C.F., pistol..... 30 p.c.  
" military..... 15 p.c.

Ammunition, cartridges, American R.F. 3 1/2 p.c.  
C.F. pistol..... 5 p.c.  
C.F. military..... 10 p.c. advance.

Loaded shells:

Eley's and Kynoch's soft, 12 gauge  
black..... 15 00  
chilled, 12 gauge..... 10 00  
soft, 10 gauge..... 18 00  
chilled, 10 gauge..... 19 00

Shot, Ordinary, per 100 lb..... 6 25

Chilled..... 7 75

Powder, F.F., keg, Hamilton..... 4 75

F.F.G., Dupont's..... 5 00

Tinware—Discounts unchanged. We quote:

Tinware, pressed, retinned..... 70 and 10 p.c.  
" plain..... 75 and 2 1/2 p.c.

" pieced..... 30 p.c.

Japanned ware..... 37 1/2 p.c.

Enamelled ware, white..... 45 p.c.

" Famous..... 50 p.c.

" Imperial..... 50 and 10 p.c.

Cordage—We quote:

Rope, sisal, 7-10 and larger, basis..... 11 25

Manila, 7-16 and larger, basis..... 15 25

Lathyrin..... 11 25

Axes—We quote:

Axes, chopping..... \$ 6 75 to 12 00

" double bitts..... 12 00 to 18 00

Bluestone—Quoted at \$5.75, a recent advance.

Iron and Steel—We quote following unchanged prices:

Bar iron (basis)..... 2 50

Swedish iron (basis)..... 4 75



**HOOKS,** Cup and Square Hooks, in Bright Iron, Brassed Iron, and Solid Brass.

SCREW RINGS and GENERAL BRASS FOUNDRY.

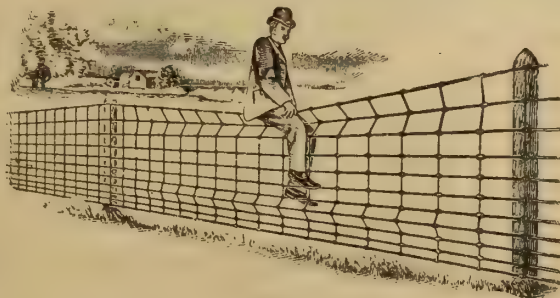
JONES &amp; BARCLAY

BATH ROW, BIRMINGHAM, ENG.

## DILLON-HINGE-STAY

Why handle Barb and Coiled Wire at no profit when you can have a fair margin on our

## Dillon Fencing



Got up specially for the hardware trade.

Easily put up and at the most moderate prices.

Write for prices in car or small lots

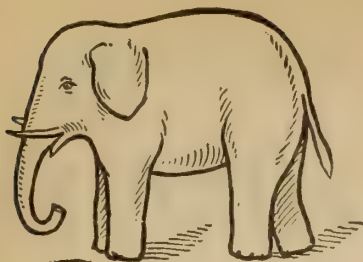
CAVERHILL, LEARMONT &amp; CO.,

Montreal and Winnipeg  
Eastern and Western Agents

OWEN SOUND WIRE FENCE CO., Limited

Owen Sound, Ont.





ON TOP FOR  
40 YEARS

and looks good for  
another term.

One Dealer wanted  
for each town in the  
West. A good live pro-  
position for a live man.

If there is no agency  
in your town, write  
for our Color Cards,  
etc., or if already hand-  
ling Elephant Paints,  
revise your special Col-  
or Card for 1905, and  
mail it to us. We are  
now ready for it.

OUR  
Stock is complete.  
Quality the best.  
Prices are right.

MERRICK,  
ANDERSON  
& CO.,  
WINNIPEG, - - MAN.

Sleigh shoe steel .....	2 65
Spring steel .....	8 00
Machinery steel .....	3 50
Tool steel, Black Diamond, toolb. ....	9 50
Jessop .....	13 00

Black Sheets—Forward delivery or-  
ders are being booked quite freely.  
Prices continue as before. We quote:

Black sheet S, 10 to 16 gauge, 100 ft. ....	5 30
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

Galvanized Sheets—We again quote:

Apollo, 16 gauge .....	4 00
18 and 20 gauge .....	4 00
22 and 24 gauge .....	4 25
26 gauge .....	4 50
28 gauge .....	4 50
30 gauge or 10 1/2 oz .....	4 75
Queen's Head, 24 gauge .....	4 25
26 gauge .....	4 50
28 " .....	4 75

Tin Plates—We quote prices as be-  
fore:

1/2 plate, 1C charcoal, 20 x 28, box ....	10 00
IX .....	12 00
IXX .....	14 00

Ingot Tin—Quoted still at 35 cents.  
The local market seldom follows minor  
fluctuations in the east.

Canada Plates—We again quote as  
follows:

Canada plate, 18 x 21, 18 x 24 .....	3 25
Canada plate, 20 x 28 .....	3 50
Canada plate, full polished .....	4 00

Sheet Zinc—The price of cask lots is  
\$8.25 per 100 lbs. and of broken lots  
\$8.75.

Pig Lead—Still quoted at \$4.50 per  
100 lbs.

Iron Pipe—We again quote as fol-  
lows:

Black iron pipe, 1/2 inch .....	2 45
" 3/4 " .....	2 65
" 1 " .....	3 00
" 1 1/4 " .....	3 80
" 1 1/2 " .....	5 50
" 1 3/4 " .....	7 45
" 2 " .....	8 95
" 2 1/2 " .....	12 30

Petroleum—Prices are steady at  
figures quoted last week. We quote:

Silver Star, per gal .....	21c.
Sunlight .....	22c.
Eocene .....	24c.
Pennoline .....	26c.
Crystal Spray .....	25c.
Silver Light .....	23c.
(In barrels f.o.b. Winnipeg.)	

Paints and Oils—Trade beginning to  
show some signs of Spring activity.  
Prepared paints for forward delivery  
are selling well. Turpentine is steady  
at the decline noted last week. We quote:

White lead (pure) .....	\$5 00 to \$5 50
Bladder putty, in bbls. ....	0 02 1/2
" in kegs. ....	0 02 3/4
Turpentine, pure in barrels .....	\$ 0 87
Less than barrel lots. ....	0 92
Linseed oil, raw .....	0 55
Boiled .....	0 58

Window Glass—We again quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches .....	\$2 25
26 to 40 " .....	2 50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4 00
26 to 40 " .....	4 25
41 to 50 " .....	4 75
51 to 60 " .....	5 25

61 to 70 " .....	5 75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches .....	6 30
41 to 50 " .....	7 35
51 to 60 " .....	8 40
61 to 70 " .....	9 45
71 to 80 " .....	10 50
81 to 85 " .....	11 55
86 to 90 " .....	12 60
91 to 95 " .....	14 70
96 to 100 " .....	17 35

NEW OFFICE IN LONDON.

A BRANCH office of the Commercial  
Department of the Canadian  
High Commissioner has recently  
been established at 73 Basinghall street,  
E. C., London, England. The need of a  
city office has been felt for many years,  
and the action of the Government in  
establishing an office of this sort in the  
heart of the city will be greatly appre-  
ciated by business men throughout Lon-  
don. The office is situated in the heart  
of the city, in what are known as the  
Board of Trade Buildings, and is in  
charge of Mr. Harrison Watson, who for  
some years has been curator of the  
Canadian section of the Imperial Insti-  
tute. The rooms are on the ground  
floor with several large windows looking  
into Basinghall street. On each of these  
windows is a neat gilt sign likely to at-  
tract the attention of passers by, so  
that Canada will be permanently adver-  
tised in that section of the city.

Although the offices have only been  
opened up quite recently, Mr. Watson re-  
ports a large number of calls from busi-  
ness men and the amount of correspond-  
ence is growing in a very satisfactory  
manner. It might be mentioned that  
Mr. Watson attends only to commercial  
enquiries, and correspondence relating  
to all other matters should be addressed  
to Lord Strathcona's offices in 17 Vic-  
toria street, S. W., as before.

GERMAN CEMENT OVER-PRODUC-  
TION.

A recent Consular report issued in  
Germany states that no other branch  
of industry in Germany has ever experi-  
enced such a rapid expansion, and  
shown during recent years such an ex-  
traordinary over-production as the ce-  
ment industry. The beginning of the  
industry only dates back to the year  
1852, yet the annual output at the pres-  
ent time is estimated at 30,000,000 casks;  
of this quantity, some 700,000 tons,  
valued at nearly a million sterling, were  
exported during the year 1903. The  
over-production has had a ruinous effect  
upon prices, and the continuance is  
likely to have still more disastrous ef-  
fects during the year 1905.



CANADIAN CORDAGE &amp; MFG. CO., Limited

**CORDAGE**

OF EVERY DESCRIPTION.

MANILA ROPE,  
SISAL ROPE,  
LATHYARN.**BINDER TWINE:**SISAL,  
STANDARD,  
MANILA.

All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight. Consumers will find on careful test that our goods are the Most Economical, Highest quality, Low prices

Wire, Write or 'Phone

**Canadian Cordage & Mfg. Co.**

Long Distance 'Phone 162

LIMITED

PETERBOROUGH, ONTARIO, CANADA

**Ask  
and  
Receive.****Advertise  
and  
Acquire.**

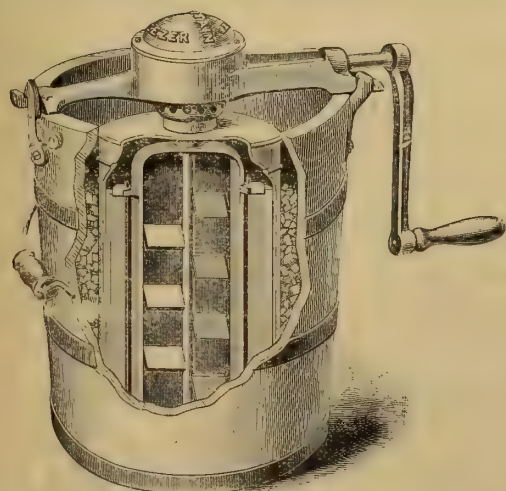
If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise**. If you have what you don't want, or haven't what you do want—**advertise**.

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and *remittance must accompany order in every case.*

**HARDWARE and METAL**  
MONTREAL and TORONTO

# The "White Mountain"



## **THE ONLY TRIPLE MOTION ICE CREAM FREEZER**

**No Experiment****Thoroughly Known****Many Years Tested**

SALES INCREASING ALL THE TIME

*New Illustrated and Descriptive Catalogue, together with prices, upon application***The McClary Manufacturing Co.**

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

AND ST. JOHN, N.B.



# PAINT, OIL AND BRUSH TRADES

## Improvement in Glass Making.

THE invention of the "Lang" pot by Messrs. Jules Lang & Son, not only increased the output of glass but saved a few of the small manufacturers of England—of which there are so many—from being wiped out.

The conditions of the trade before the invention were going from bad to worse and the majority of small manufacturers have been practically wiped out, owing to their inability to stand the strain of paying workmen for the long hours in which no work was done.

Under the old conditions it has been known where workmen have had to wait forty-eight hours before they could draw a composition from the melting pot fit for practical purposes. Now, however, the new "Lang" pot is so invented that an uninterrupted flow of glass is continually permitted, thereby saving loss of time.

The "Lang" pot holds a ton of glass, and it is placed in the furnace in such a manner that only two necessary openings—the mouth and the arch opening—can appear. With this pot the small manufacturer will be able to hold his own against foreign competition, and the coming years should witness a great revival in the English glass industry.

## Turpentine.

A large plant for refining wood spirits of turpentine is to be erected at Savannah, Ga., by two capitalists from New York. The following is a table which shows the crop of 1903-04, 1902-03 and 1901-02 by districts:

Districts.	1903-04. Bbbs.	1902-03. Bbbs.	1901-02. Bbbs.
Wilmington.....	14,523	17,199	15,878
Charleston.....	2,273	2,761	2,683
Savannah.....	167,734	258,596	295,647
Brunswick.....	51,492	65,596	71,979
Mobile.....	11,405	18,088	10,870
New Orleans.....	32,265	29,591	18,082
Carrabelle.....	closed	3,304	7,347
Georgetown.....	6,504	9,355	7,726
Pensacola.....	39,002	34,947	36,783
Jacksonville and Fernandina...	166,559	77,894	28,119
Tampa.....	closed	13,565	14,509
Total.....	491,757	529,996	509,623

## A Paint Brush Attachment.

A new novelty is being placed on the market by the Chicago Specialties Mfg. Co., 103-109 East Randolph street, Chicago. It is called the Perfection Brush

Guide and protects glass, sash, mouldings and walls from paint or kalsomine when tracing adjoining surfaces. This automatic retracting shield exposes the brush fibre when dipped and is manufactured in several sizes, retailing at 25 cents. It is claimed that it will double the capacity of the painter by saving half his time. Readers who send for samples should mention Hardware and Metal when writing.

## Petroleum in Austria.

The output of crude oil in Austria, says an exchange, has enormously increased of late years, having risen from 130,000 tons in 1894 and 320,000 in 1899 to over 800,000 tons. The increase is due chiefly to the Boryslaw district, where 400 tons were stored in one month, September, 1904. The supply shows no signs at present of diminish-

ing, as it had been feared it would do, and new shafts are constantly being sunk from which the oil overflows. The trust of the Austrian crude oil producers, Petrolea, is again about to increase its storage room, this time from 400,000 to 600,000 tons. To provide for the increased exportation the Actien Gesellschaft fur Oesterreichische u. Ungarische Mineralol Produkts has been founded. As the Boryslaw oil is rich in paraffin the manufacture of that product has made great strides in Austria. As a result the imports of paraffin fell from 1,600 tons in the first nine months of 1903 to 1,100 in the corresponding part of 1904, and at the same time the exports rose from 300 to 3,600 tons. There appears to be great wealth of petroleum in Galicia at depths hardly yet reached by any of the wells.

## WHAT OTHERS SAY ABOUT HOLLYWOOD



A leading hardware firm wrote us :

"It is now four years since we first took hold of the brand, and we have had in all that time nothing but commendation of the quality."

HOLLYWOOD PAINTS, READY-MIXED AND FLOOR,  
WEAR ON THE JOB, NOT OFF IT

*The Imperial Varnish  
and Color Co., Limited*  
TORONTO



# MAXIMUM LIGHT GLASS

gathers all the daylight, and fully utilizes it. There is a complete absence of glare, an elimination of shadow and all streakiness of effect is avoided.

Property owners, Architects and Builders are especially interested in MAXIMUM LIGHT GLASS. They will buy it if you show it.

Sample on request. Booklet about it free.

**HOBBS MANUFACTURING CO., Limited, LONDON, ONTARIO**

Glass Importers and Manufacturers

## If You Buy

Varnishes

Paints

Japans

Colors

Lacquers

Glues

Stains

Bronzes

Fillers

Chamois

Sponges

WRITE TO

**R. C. JAMIESON & CO.**

LIMITED

**MONTREAL**

AGENTS FOR ASPINALL'S ENAMEL.



Our whole factory time and energy is given to the manufacture of

**REFRIGERATORS  
SCREEN DOORS and  
WINDOW SCREENS**

Therefore we are in a position to supply the best goods at the lowest price.

Our Catalogue explains the details.

**The Sanderson-Harold Co.**  
Limited  
PARIS, ONT.



## Paint and Oil Markets

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, Feb. 3, 1905.

SEVERAL important changes have taken place in the paint and oil market within the past week. Turpentine has advanced 2c a gallon, but this is what might be expected at this time of the year, as the Spring stock does not commence to arrive until after the end of March, so that prices will be very firm until that date, after which they generally ease off. Linseed oil is quoted 2c a gallon lower. On account of the very strong position of zinc products, pure zinc, white, in oil has advanced 1-2c a pound. In response to the drop on the part of gum shellac, pure white and orange shellac have been reduced 20c a gallon and No. 1 orange 15c a gallon. Other lines continue unchanged. The paint and oil business in general is very satisfactory.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages, 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per

cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels 80c per gallon; 2 to 4 barrels 79c per gallon. For smaller quantities than barrels 5c extra per gallon is charged. Standard gallon is 8.6 lbs. The above prices are net thirty days, for longer terms prices are higher.

**Linseed Oil**—Raw, one to four barrels, 42c; five to nine barrels, 41c. Boiled, one to four barrels, 45c; five to nine barrels, 44c. Delivered in Ontario between Montreal and Ottawa at 2c per gallon in advance.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, loose, \$1.80; in tins, \$1.90; bladded putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs: No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—8 3-4 to 9 1-4c in whole-sale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, Feb. 3, 1905.

WHILE some large sales are being made the general condition of the paint and oil market is rather dull. Merchants are beginning to stock up for the Spring trade but are selling little more than small orders for inside work at present. White lead is firm and it is probable that an advance in prices will soon be made. Plumbers are buying considerable red lead. Little linseed oil is selling on account of cold weather which prevents its use. Prices of turpentine continue very firm.

No change has taken place in the glass situation, all the dealers carrying small stocks owing to the high prices existing and only one or two Canadian houses have made any purchases recently. The last six months have seen a steady rise in prices, the increase amounting to about fifty per cent. This will continue if the strike of German coal miners spreads into Belgium and forces the closing down of the few glass factories which are still running.

There has been a drop in the prices of American crude oil during the week, the better grade falling three cents and the poorer grades two cents.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in pack-

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

**Turnbull & Henderson**

Customs Brokers, Forwarding and Distributing Agents,  
Vancouver, B. C. Satisfactory service guaranteed.

**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

## The Distinguishing Feature of Man

is not found in his social rank, his occupation, his dress or his fortune, but solely in himself; and so with material things. The only true distinction is superior worth. Church's Cold Water

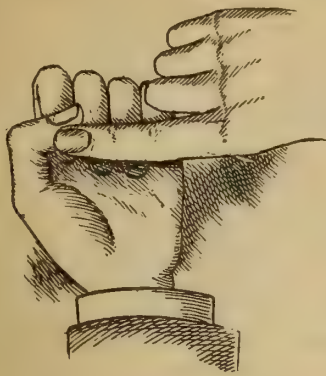
# ALABASTINE

as a material for wall tinting and decorating has the elements of superiority, in that it is a permanent coating and hardens with age. In covering properties and ease of working it is perfection itself. Is equally as well adapted for decorating in relief as for plain tinting; and because of these advantages, and the fact that Alabastine is thoroughly and systematically advertised, it sells readily and the margin of profit satisfies the dealer.

Order from jobber or direct from

**The Alabastine Co., Limited, Paris, Ont.**





# THE ARGUMENT

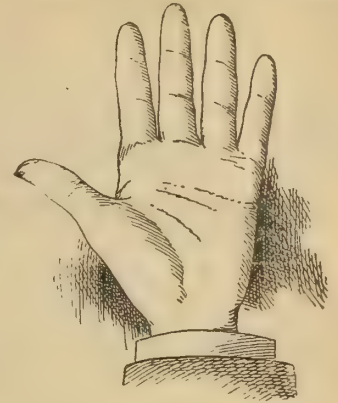
we offer for your favor in the matter of paints is the downright worth of

## NEW ERA Prepared Paints

We could fill a book with words about their worth, but words are not half so trustworthy as a trial of the goods themselves. Let us send you names of dealers who are our agents. They'll tell you about them—and we're not afraid of the verdict.

WRITE US TO-DAY. IT IS IMPORTANT.

**The Standard Paint & Varnish Co., Limited**  
Windsor, Ont.



ages of 25 lbs and upwards; 1-2c per lb extra will be changed for 121-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs, \$4.25; ditto, in kegs of 100 lbs, \$4.50; No. 1, in casks of 500 lbs, \$3.75 to \$4; ditto in kegs of 100 lbs, \$4.25.

**White Zinc**—Genuine French V.M., in casks, \$6 to \$6.25; Lehigh, in casks, \$6 to \$6.25.

**Shingle Stain**—In 5 gallon lots 75 to 80c. per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 45c; boiled, 48c; 5 to 9 barrels, raw, 44c; boiled, 47c, Toronto, Hamilton, London, Elora and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls 78c; 2 to 4 bbls, 77c; 5 bbls and over 76c, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

## McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH GRADE FURNITURE and HOUSE VARNISHES.

**MONTREAL.**

## Get your GLUES from

**The GROVE CHEMICAL CO., Limited**

Appley Bridge, Lane, England.

Our ordinary grades are better than ordinary, and we can supply special makes for special purposes: SCOTCH GLUES, BOX GLUES, COLOGNE GLUES for Paper Makers. Size of all kinds. Send your name for our printed matter

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CORNWALL ROAD STAMFORD STREET.

**LONDON, ENG.**

Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works or from the principal Color Dealers in Canada



# A Few Minutes



will enable you to find out what you need to complete your stock of Island City Paints. Time is money in this case.

**P. D. DODS & CO.,** Montreal  Toronto  Vancouver



## FROM ONE OF Our Customers

"We are gratified to be able to report that your **COPPER PAINT** has been giving very excellent satisfaction. We trust that you will continue to supply the same good quality, as this item is one where, like the pudding, the proof is in the eating. Heretofore we have been selling it largely for small boats, but are now

FOR FULL PARTICULARS REGARDING PAINTS FOR MARINE WORK SEE PAGE 25 OF THE CANADA PAINT Co.'s 1905 CATALOGUE.

getting captains of larger vessels persuaded to take it. To-day we heard from a captain who put it on last year and who has just come off the slip after repainting. He had used American paint for fifteen years till last year, and reports that the bottom of the vessel was never in better order and he is greatly pleased with the **Canada Paint Company's paint.**"

FOR  
**COPPER PAINT**  
ADDRESS:

The  
**Canada  
Paint  
Company**

Limited  
MONTREAL or TORONTO

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

### Window Glass.

MONTREAL.

As far as present indications go there will be no more glass imported to Canada before Spring. Matters at headquarters are pretty much as before with, as intimated last week, little prospect of a settlement. It is now assured that there will be no glass famine in this country. Our quotations are as follows: first break, fifty feet, \$1.70; second break, \$1.80; first break, 100 feet, \$3.25; second break, 100 feet, \$3.45; third break, 100 feet \$4; fourth break, 100 feet, \$4.25; fifth break, 100 feet, \$4.50; sixth break, 100 feet, \$5; seventh break, 100 feet, \$5.50; and eighth break, 100 feet, \$6; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 15 per cent. and from double thick is 33 1-3 per cent. Terms four months, and 3 per cent. discount 30 days.

### Petroleum.

**Refined**—Trade is reported to be very good and a large business is predicted for the coming season. The demand for oil from all the manufacturers is increasing. Quotations are: Water white, 17c; Canadian prime white, 15 to 15 1-2c; American water white, 17 1-2 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

### BRASS MANUFACTURERS LEAD LEAGUE.

	Won	Lost	To Pl.
Jas. Morrison ...	4	0	4
Jones Bros....	2	1	5
John Inglis...	1	1	6
J. T. Brown...	1	2	5
C. P. R....	0	4	4

**A** NOTHER victory was credited to the team representing the Jas.

Morrison Brass Mfg. Co., Toronto, in the Western Manufacturers' League, when they defeated the John Inglis Co.'s team on Jan. 27, at the King Edward rink, by a score of 4 to 3. It was quite apparent from start to finish that a keen rivalry existed between the two teams, the game being warmly contested during the entire play. Both teams expected a hard game, and from the first face-off till the finish of the game, the pace set was hard and fast. Good up-to-date combination play was the order of the evening. During the first half the Brass men scored three goals in quick succession, much to the chagrin of those supporting the boiler-makers. The roving of the puck indicated that the teams were very evenly matched, and although several shots were made on each net, the teams retired at half time with the score standing 3 to 0 in favor of Morrison's. Play was of a rougher quality during the last half. In this half some excellent combination work was done by the boiler-makers and it looked at several junctures of the game as if the score would be a tie before time was called. The John Inglis' men opened the game in this half by scoring two goals in quick succession. The brass men then took the aggressive, and within one minute of the face-off another goal was tallied for them. Although several desperate attempts were made on the part of the boiler-makers to tie the score, they failed by one goal. Geo. Perram, of the St. George's, did good work as referee. The line-up was as follows:

John Inglis & Co. (3)—Goal, Rowles; point, Curtis; coverpoint, Lang; forwards, Laird, Laing, Evans, and Williams.

Jas. Morrison Brass Mfg. Co. (4)—Goal, P. Howard; point, W. Morrison; coverpoint, Hewitt; forwards, Hortop, F. Morrison, Scott and Geo. Howard.

The Jas. Morrison Brass Manufacturing Company won their fourth successive game in the series of the Western Manufacturers' League when they defeated Jones Bros. on January 31, to the tune of 2 to 1. The class of hockey played by either team was slow, a marked difference to that class of hockey generally seen at these games.

Mr. Grant McArthur, stove dealer, Vancouver, is visiting Southern California for the benefit of his health.





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PRESSED,  
STAMPED, and  
MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware, and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

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OUR  
SPECIALTY

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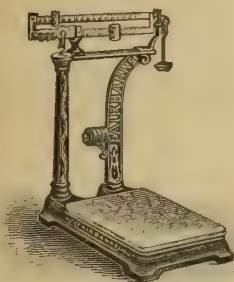
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If so, make your premises Bright, Light  
and Up-to-date.

**A Daylight Store Draws Trade.**

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**Fairbanks  
Standard Scales**



They  
Live up  
to Their  
Reputation  
for

**ACCURACY, STRENGTH  
and  
RELIABILITY**

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MONTREAL TORONTO WINNIPEG VANCOUVER



**ONEIDA  
COMMUNITY'S  
WELDLESS  
COW TIES.**

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**NIAGARA WIRE LINK  
OPEN RING TYPE**

Also made in CLOSED RING, THREE CHAIN  
and DOMINION (or "Short") TYPES.

Oneida Community Cow Ties can be had of all  
the leading jobbers. We invite correspondence  
where any difficulty is experienced in obtaining  
our goods.

**ONEIDA COMMUNITY, Limited**  
NIAGARA FALLS, ONT.



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

**M**ACKENZIE & MANN have contracted for the erection of a pig iron smelter on a site in the vicinity of Fort William and Port Arthur. The capacity will be about 200 tons of iron ore per day, the ore being mined in the neighborhood of Atikokan and Mat-tawan on the Canadian Northern Railway. It is estimated that the works will cost about \$1,000,000 and after their completion, about October next, will employ about 1,000 men.

The C.P.R. are said to be negotiating for the purchase of 60,000 tons of steel rails in Great Britain.

A stump-pulling machine factory may be located in Ottawa as a branch of an industry at Black River Falls, Wisconsin.

Two more carloads of ore have been shipped from Cobalt, in the Nipissing district, to New York. The last shipment of 20 tons assayed \$28,000.

The Canadian Copper Company of New York, owning 300 acres of mining lands in the Thunder Bay district, are suing two Chicago capitalists for \$75,000 for breach of contract.

The Londonderry Iron Company and the Nova Scotia Steel and Coal Co., are both prospecting the iron district at Torbrook and Nictuax, N.S. Both have taken extensive options.

The Customs revenue of Canada for the seven months ending Jan. 31, totals \$24,208,967; an increase of \$580,462 over the corresponding months of 1904. The gain in January alone was \$30,106.

The report that the Newfoundland Government intended to place an export duty on iron, copper and other ores is unfounded, according to Sir E. P. Morris, Attorney-General of that colony.

A company has been organized to put up a wood-working factory and will proceed with its erection at once if the town of Dalhousie, N.B., will exempt them from taxation and give free water.

The American Institute of Mining Engineers is arranging a 40-day tour to cover 10,000 miles from Chicago to Alaska and Dawson City and return. A convention will be held at Victoria, B. C., en route, the party leaving Chicago on June 24.

A Chinese capitalist is in British Columbia investigating the lumber industry, his intention being to establish large saw mills near Canton, China, the mills to be managed by Chinamen who have spent several years in British Columbia and have learned the lumbering

business thoroughly. The Chinese lumber market will be supplied by the home-grown timber manufactured by Chinese cheap labor with the aid of American machinery, if the plan is adopted.

A company of English capitalists propose erecting large cement works at Sydney, N.S. They are asking the city for a bonus of \$10,000, free taxation for twenty years and special water rates, which concessions the city is prepared to grant. The company will begin operations in May. The plant will have capacity of five hundred barrels per day. There is to be a large cooerage in connection with the works. The cement will be manufactured from the slag, now the waste product of the Dominion Iron and Steel Company. The company is capitalized at \$500,000.

The Grand Trunk Railway Company have placed an order for 25,000 tons of steel rails with the Dominion Iron and Steel Company, of Sydney, N.S. In discussing the possibilities of the home market, more especially in respect to the carrying out of the Grand Trunk Pacific project, Mr. Pearson, general manager of the above-named company, said that the market of the Dominion represented something like four hundred thousand tons, while the output of the whole of Canada was something like a million tons, but, on the other hand, Canada was advancing by leaps and bounds; the very products which his company could turn out were what would be wanted. The Grand Trunk Pacific would need something like five hundred thousand tons of steel rails, and the order for the same would probably be divided between the "Soo" and the Dominion Iron & Steel Company.

## COMPANIES INCORPORATED.

Pioneer Mining Company of Arizona, Rat Portage, share capital, \$50,000; purpose to develop mining property. The Ontario representative and attorney is George H. Draper of Rat Portage.

Lake Orion Oil and Gas Company of Arizona, Leamington, share capital \$40,000; purpose to manufacture and sell oil. The Ontario representative and attorney is Hiram Frank Slater, of Leamington.

Richelieu Construction Company, Limited, Toronto, share capital, \$200,000; purpose to do a contracting business. The directors are: John W. McDonald, Robert L. Brackin, Ella A. Francis, A. E. A. Blackman, and Frank Denton, all of Toronto.

British-Canadian Supply Company, Limited, Montreal, share capital, \$50,000; to do a general contracting business. The directors are: Watson Jack, Joseph W. Harris, Robert C. Smith, William B. Powell and Ronald C. Grant, all of Montreal.

Diamond Dry Powder Fire Extinguisher Company, Limited, Toronto, share capital, \$40,000; purpose to manufacture powder for extinguishing fire. The directors are: George Robert Simpson, William D. Earngey, William J. Curry, Norman W. Tovell, and Joseph Whaley, all of Toronto.

The Plating and Specialty Company, Limited, Brantford, share capital, \$40,000; purpose to do plating and handle hardware specialties. The directors are: George W. Markle, Charles J. Farr, Fanny Munro, Ellen B. Witty and Alice Witty, all of Brantford.

Manitoba Peat Company, Limited, Winnipeg, share capital, \$200,000; to manufacture and sell peat and other classes of fuel. The directors are: R. J. Whitla, John Woodman, D. R. Dingwall, Chas. W. Clark and Robert Taylor, all of Winnipeg.

Rodney Casket Company, Limited, Rodney, share capital, \$35,000; purpose to manufacture caskets and other wood-ware. The directors are: William N. Lusty, Albert J. Tishner, Benjamin J. Harris, James Ralph, and Harry L. Skane, all of Rodney.

Polson Iron Works, Limited, Toronto, share capital, \$1,000,000; Dominion charter; to do general iron construction work. The directors are: Alex. H. Jeffrey, William B. Tindall, John J. Mains, Mrs. F. B. Polson, and Mrs. John B. Millar, all of Toronto.

McLennan Timber Lands and Lumber Company, Limited, Quebec, share capital, \$50,000; to manufacture and sell lumber. The directors are: John McLennan, Syracuse, N.Y.; A. J. Price, Notre Dame de Quebec, C. E. Taschereau, L. A. Taschereau, and F. Roy, all of Quebec.

Defiance Iron Works, Limited, Chatham, share capital, \$60,000; purpose to manufacture gasoline engines, farm implements, etc. The directors are: William S. Marchall, Morton P. Sheldon, George W. Foott, L. Howard, H. S. Clements, and W. M. Drader, all of Chatham, and Robert J. Drader, of Buffalo, N.Y.

Anglia Land & Lumber Company, Limited, Winnipeg, share capital, \$200,000; to acquire and sell lands with timber, to manufacture brick, to build and operate saw mills, and to build and sell houses, etc. The directors are: A. L. Himle, Minneapolis, Minn.; E. T. Thompson, St. Thomas, North Dakota; and Thomas G. Sharpe, G. Olafson, S. Sveinsson, John Horne, H. D. Bauer, C. Gilbertson and Helen Sanford, all of Winnipeg.



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

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Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

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"Machinery," Newport. NEWPORT, MON., ENGLAND

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Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.  
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Ask for quotations for Septic Tanks.

## "MAPLE LEAF" Stitched Cotton Duck Belting



"Maple Leaf" is made of the best cotton duck, woven to our special formula.  
"Maple Leaf" is the truest running belt on the market.  
"Maple Leaf" is superior to either Rubber or Leather, and in many places will do work that no other make of belt will.  
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Main Drive Belts a specialty.  
Ask for "Maple Leaf" and take no other.

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MANUFACTURED ONLY BY THE

**DOMINION BELTING COMPANY**  
Limited  
HAMILTON, ONTARIO.

Use our "MAPLE LEAF" Belt Dressing.

## THE ACME LATHE & PRODUCTS CO., LTD.

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We have arranged to carry a large stock of Square and Hex Cap Screws, Square Set Screws, Bright Bolts, Washers, etc., in Canada, and can deliver from Canadian stock after February 1st., 1905. It will pay you, if you are a buyer of these goods, to get in touch with us.

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Fully Warranted

Manufactured from select stock.  
Steel Faced on Composition Metal.

We suggest Dealers giving these a trial, as the same usually find an early purchaser.

Write for Trade Discount.



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## H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Gauge.  
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.



Simplest  
"Take Down"  
Gun Made

HARRINGTON & RICHARDSON ARMS CO.  
Also makers of H. & R. Revolvers.  
Catalog on request. Worcester, Mass., U.S.A.

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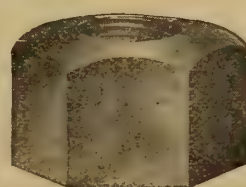
QUALITY & PRICE TO SUIT  
ALL GRADES OF WORK

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THE  
**CANADA METAL CO.**

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

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## COLD PRESSED NUTS

Finished, Semi-Finished, Case-Hardened, Polished, Plated, etc.

CAP SCREWS  
SET SCREWS

THUMB SCREWS  
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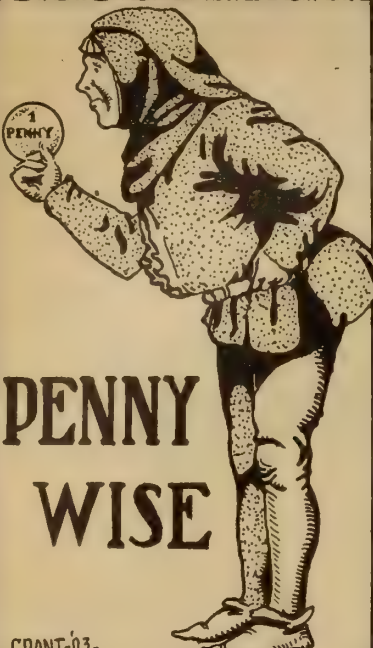
Special Discounts to the Trade.

**CANADA FOUNDRY COMPANY, Limited**

HEAD OFFICE AND WORKS: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Calgary, Vancouver, Rossland.





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The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in **HARDWARE AND METAL** and then use the space right you'd have a valuable assistant, working to increase your trade with hardwaremen and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

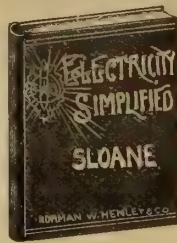
But you're not.

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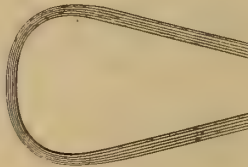
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**Heavy Wagon, Sleigh, Buggy, and Cutter Stock**

We make a specialty of heavy stock and can fill orders promptly. Made from the best of oak and hickory, as we carry a large stock of lumber and can make any sizes that may be required. We make it a point to fill orders promptly.

If you are in need of anything in our line we will be pleased to hear from you and we will give it our prompt attention.

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Sharratt & Newth

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Contractors to H. M. Government and the Principal English Sheet and Plate Glass Works.

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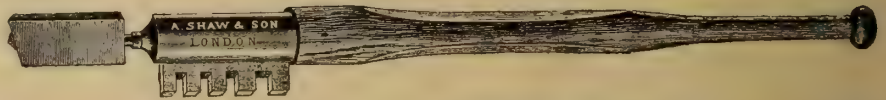
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Established 1815



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Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

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NEW YORK OFFICE, 185 Chambers St.  
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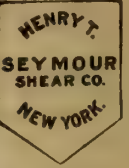
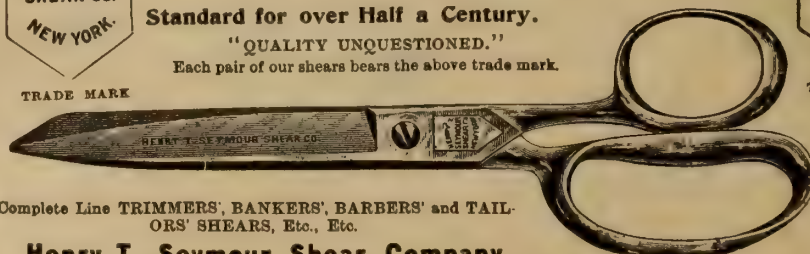
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TRADE MARK

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**INQUIRIES FOR CANADIAN TRADE.**

The names and addresses of the firms making the following inquiries may be had by application to the Department of Trade and Commerce, Ottawa, or to the Editor of this paper. Parties answering inquiries will be careful to mention the office under which said inquiry appears and the number.

From the High Commissioner for Canada:

196. A London firm is desirous of appointing agents in Canada for an anti-sulphuric paint, and a leather cloth for upholstery purposes.

199. The manufacturers of wrought nails of all kinds, chains, vices, hammers, etc., desire to get into direct touch with Canadian importers and users of these goods.

201. A glue, size, glue powder and

High Commissioner's Office, London, Eng.:

121. A firm in Manchester asks to be placed in communication with Canadian manufacturers of oak barrel tops and bottoms and staves; cornice poles, rings and ends; spring blind rollers; wood washing boards.

122. A London metal and mineral merchant wishes to purchase supplies of silex, and desires the names of Canadian producers of the mineral.

123. The proprietors of a patent apparatus for painting by compressed air wish to introduce same to Canada trade, and are prepared to appoint suitable resident agent for this purpose.



Caverhill, Learmont & Co's Hockey Team—Champions 1903-1904 of the Montreal Hardware League.

soap manufacturer asks to be referred to Canadian buyers of these goods.

202. A firm of syphon bottle makers for mineral and aerated waters, who are manufacturing a new patent earthenware syphon, wish to interest Canadian users of such goods in the invention.

204. Inquiry is made for names of Canadian exporters of dowels ( $\frac{3}{8}$  to 1 inch), chair and table legs turned from maple or birch, cornice poles, oak barrel staves and tops, and copper ore.

205. Application is made for makers in Canada of wood pulp boards, in white, tinted and leather colors, such as are used for paper boxes, bookbinding and printing purposes; size 22 x 32 inches from forty to six hundred sheets to the hundred weight (112 lbs.).

From the City Trade Branch of the

**EARLIER NAVIGATION.**

WHILE some of the experiments on the St. Lawrence with the Government ice breakers have been somewhat disappointing they have been by no means entirely unsuccessful. A few days ago a party from Montreal including Andrew Allan went on board the ice-breaker Montcalm to witness the steamer attempt to break up the ice bridge formed at Cap Rouge. Mr. J. W. Gregory, Quebec, agent of the Marine and Fisheries Department, who was also on board the ice-breaker, says that the work is quite possible, though difficult. The object to break up the bridge earlier in the Spring and give Montreal earlier navigation is now an assured fact.

**BOOKS FOR BUSINESS MEN****Manufacturing Cost**

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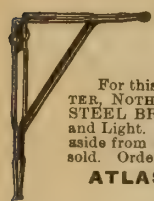
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# STOVES AND TINWARE.

## Tin Plate Industry in Wales.

**B** RITISH exports of tin plate, a dispatch from London, England; states, show a record breaking increase for 1904 over those of 1903, and, although the total quantity was not in itself a record, it was higher than it had been for nine years previously.

The figures show that Great Britain itself took 40 per cent. more than in 1903, and that prices rose steadily during the year.

The works now are in full swing, and 1905 shows signs of being another good year. This improvement, it is said, dates from the introduction of the McKinley tariff in America in 1890. Welsh tin-plate manufacturers at the time feared the tariff would kill their trade, but instead it proved a blessing in disguise.

The makers realized that if their trade was to survive they must cheapen the cost of manufacture and develop new markets. To enable them to do this raw materials at the lowest possible price were necessary, and the fiscal system of Great Britain gave the makers opportunities in this respect superior to those of any other country. Thus fourteen years of hard work has brought its reward, and the British tin-plate trade is in a sounder position than it ever has been before.

## In New Premises.

**T** HE Wrought Iron Range Company have gotten comfortably settled in their new quarters, the business office and show rooms being at 103 Church street, Toronto, and the factory and warehouse at Toronto Junction. Twelve years ago the company imported a carload of ranges from the parent company in St. Louis, Mo., and commenced manufacturing in Canada, their business now having grown too large for their former location on Pearl street. The company manufactures "Home Comfort" ranges and complete hotel and kitchen outfits, but as all their goods are sold direct to the consumer the firm is not as well known to the trade as the other companies who use the advertising columns of Hardware and Metal. Mr. L. L. Purinton, manager of the Canadian business reports that the range business is growing steadily and collections are very good, fully 90 per cent. of the company's paper being promptly met. Up to about four years ago there was a periodical slack season from De-

cember to March, but these months now produce as much business as the other months in the year. His own firm shipped six carloads of goods in January, 1904, while about seven carloads were disposed of during the same month this year by the company's 25 traveling salesmen.

## A Seasonable Money-Maker.

A hot air flue for stovepipes is a novelty which has been put on the market by L. C. Karstedt, manufacturing tinsmith, of Moorefield, Ont. It is a great money-saver in the way of heating and ventilating rooms and it is the only thing of its kind on the market. The appliance can also be utilized to advantage in smokestacks for heating factories, making a considerable saving in the fuel bill. Mention Hardware and Metal when you write for information. prices, etc.

## A Toronto Retailer Interviewed.

**A** USTIN EATON, formerly connected with the Gurney retail store on Yonge street, Toronto, is building up a large business on College street near Spadina avenue, his specialties being heating, lighting and plumbing. Established only seven months ago, the business has been greater than his expectations, and as the trade in this district is strictly high-class, he reports the outlook for the future as very bright, the great demand being for ranges and furnaces. An increasing demand is noted, however, for gas ranges, gas water heaters and furnace attachments, many new houses being equipped so as to be heated by furnace, the entire cooking being done by gas, while the hot water is heated by the furnace in Winter and by the gas water heater in Summer. Mr. Eaton states that he finds the Winnipeg heater to be a good side line, it being a good seller and giving splendid satisfaction, making a large saving of heat from coal or wood fires.

## COAL IN FORMOSA.

There were 77,300 tons of coal mined in Formosa in 1903, of which 19,000 tons were exported to Chinese ports, 13,000 tons were taken for ships' use at the ports of Formosa and the rest was used by the Formosa Railway, various factories and plants and private households.





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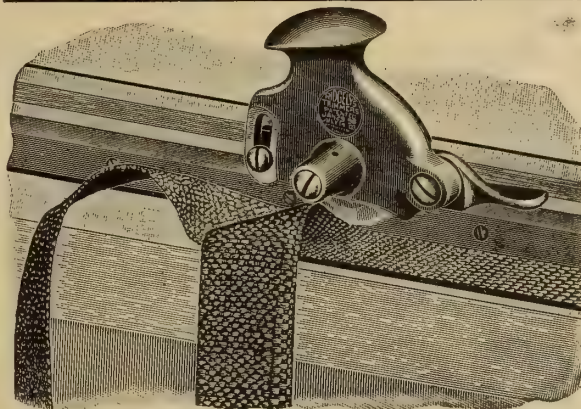
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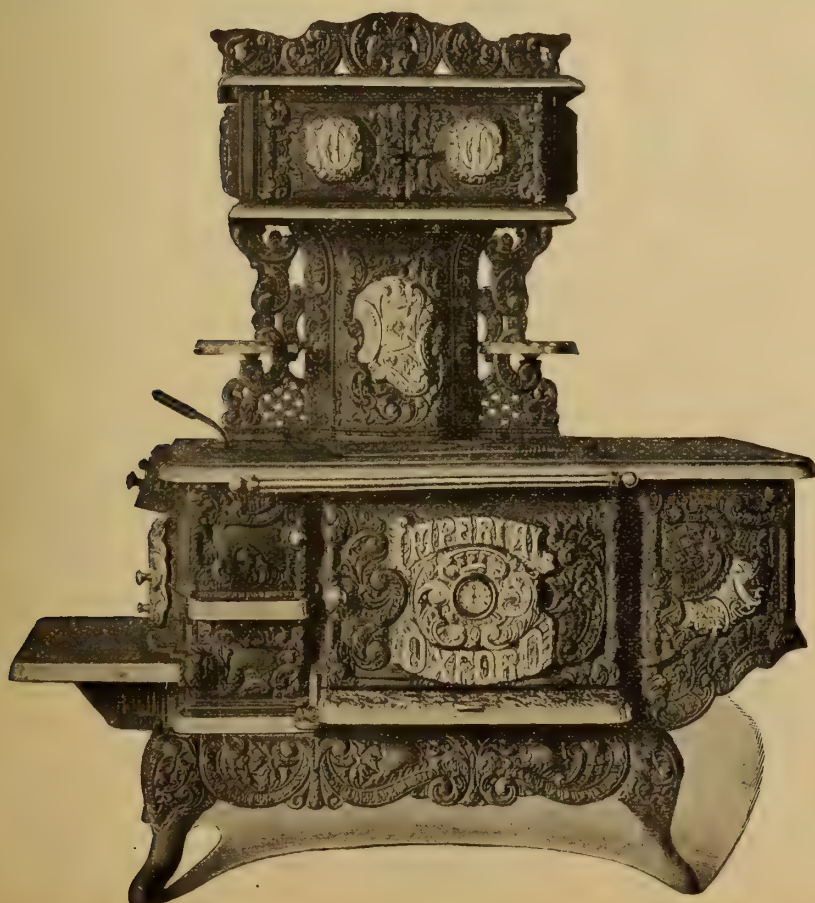
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Med. and Extra heavy pipe and fittings, dis. 60 per cent.		Bulk in bbls. ....		Discount 20 per cent.		Tarred Felt, per 100 lb. ....	
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SOLDER.		Bladders in bbls. ....		Wright's, 80-lb. and over. ....		per roll. ....	
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Polished, 15c. per dozen extra.			HANGERS.			doz..... 2 75 3 25			Wire nails in carlots are \$2.20 (base).		
ESCUTCHEONS.			Steel barn door..... 8 00 10 00			Bronze, Berlin..... per doz. 2 75 3 25			Steel cut nails 10c. extra.		
Discount 50 and 10 per cent., new list			Stearns, 4-inch..... 4 50			Bronze, Genuine..... 6 00 9 00			Miscellaneous wire nails, discount 75 per cent.		
ESCUTCHEON PINS.			Zenith..... 9 00			Shutter, porcelain, F. & L. screw..... 1 30 2 00			Coopers' nails, discount 30 per cent.		
Iron, discount 40 per cent.			Lane's covered—			White door knobs..... per doz. .... 2 00			NAIL PULLERS.		
FACTORY MILK CANS.			No. 11, 5-foot run..... 3 40			HAY KNIVES.			German and American..... 1 75 2 50		
Discount off revised list, 40 per cent.			No. 11 1/2, 10-foot run..... 10 80			Net prices.			NAIL SETS.		
FILES AND RASPS.			No. 12, 10-foot run..... 12 60			LAMP WICKS.			Square, round and octagon,		
Great Western..... 70 and 10 per cent.			No. 14, 15-foot run..... 21 00			Discount, 60 per cent.			per gross..... 3 38		
Arcade..... 70 " "			Steel, covered..... 4 00 11 00			LADDERS, EXTENSION.			Diamond..... 1 00		
Kearney & Foot..... 70 " "			" track, 1 x 3-16 in (100 ft)..... 3 75			Waggoner Extension Ladders, dis. 40 per cent.			POULTRY NETTING.		
Dieston's..... 70 " "			" " 1 1/2 x 3-16 in (100 ft)..... 4 75			LANTERNS.			2-in. Mesh, 19 w.g., dis. 60 per cent.		
American..... 70 " "			HARVEST TOOLS.			Cold Blast..... per doz. 7 00			2-in. Mesh 16 w.g. and heavier, 60 p.c.		
J. Barton Smith..... 70 " "			Discount 60 per cent.			No. 3, "Wright's"..... " 8 50			OAKUM.		
McClellan..... 70 " "			HATCHETS.			Ordinary, with O. burner..... " 4 00			U. S. Navy..... per 100 lb. .... 6 75		
Eagle..... 70 " "			Canadian, discount 40 to 42 1/2 per cent.			Dashboard, cold blast..... " 9 00			Plumbers..... " 3 00		
Nicholson, 60 and 10 to 60, 10 and 5 " 80			Shingle, Red Ridge 1, per doz..... 4 40			No. 0..... " 5 75			McClary's Model galvanized		
Royal..... 80			2, " " 4 85			Japanning, 50c. per doz. extra.			oil can, with pump, 5 gallon,		
Globe..... 70 to 75 " "			Barrel, Underhill..... 5 00			LEMON SQUEEZERS.			per dozen..... 10 00		
Black Diamond, 6 and 10 to 60, 10 and 5 per cent.			HAT ENAMEL.			Porcelain lined..... per doz. 2 20 5 60			Davidson oilers, discount 40 per cent.		
Jowitt's, English list, 25 to 27 1/2 per cent.			Henderson & Potts' "Anchor Brand"			Galvanized..... " 1 87 3 85			Zinc and tin, discount 50, 50 and 10 per cent.		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			HINGES.			King, wood..... " 2 75 2 90			Copper..... per doz. 1 25 3 50		
GLASS.			Blind, Parker's, discount 60 per cent.			King, glass..... " 4 00 4 50			Brass..... 1 50 3 50		
Window. Box Price.			Heavy T and strap, 4-in., per lb..... 0 06 1/2			All glass..... " 0 50 0 90			Malleable, discount 25 per cent		
Size United	Per	D. Diamond	Light T and strap, discount 65 and 5 per cent.			LAWN MOWERS FOR 1905.			GALVANIZED FAIRS.		
Inches.	50 ft.	50 ft.	Screw hook and hinge—			Woodyatt, 10 1/2-in., 14-in. cut \$ 8 50 to \$11 00			Dufferin pattern pails, discount 47 1/2 per cent		
Under 26.....	3 80	5 06	6 to 10 in..... per 100 lb. .... 4 50			Star, 9-in..... " 6 00 to 6 50			Flaring pattern, discount 47 1/2 per cent.		
26 to 40.....	4 00	5 44	12 in. up..... 3 25			Daisy, 8-in..... " 5 25 to 5 75			Galvanized washbubs, discount 47 1/2 per cent.		
41 to 50.....	4 50	6 56	Spring, No. 20, per gro. pairs..... 10 50			Philadelphia, 7 1/2-in..... " 6 00 to 7 50			PIECED WARE.		
51 to 60.....	4 75	7 50	Spring, Woodyatt pattern, per gro., No. 5, \$17.50; No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.			Woodyatt, 10 1/2-in., ball bearing 13 25 to 18 00			Discount 40 per cent off list, June, 1899.		
61 to 70.....	5 00	8 62	HOBES.			Grass Boxes..... 1 75 to 2 00			10-qt. darning sap buckets, discount 40 per cent		
71 to 80.....	5 30	9 38	Garden, Mortar, etc., discount 60 per cent.			King Edw 4, 12-in., 14-in. cut 9 00 to 10 00			6, 10 and 14-qt. flaring pails dis. 40 per cent.		
81 to 85.....	10 75		Planter..... per doz. 4 00 4 50			Horse Lawn Mowers, "Special."			Creamer cans, discount 40 per cent.		
86 to 90.....	12 30		BOLLOW WARE.			Discount, 50 per cent., with freight concessions in quantity shipments.			Per dozen..... 6 00 9 00		
91 to 95.....	15 00		Tinned cast, 35 per cent.			Maxwell & Sons:			PICKS.		
96 to 100.....	18 00		HOOKS.			10 1/2-in. high wheel..... 7 50 10 00			Per dozen..... 6 00 9 00		
96 to 100.....	18 00		Cast Iron.			9-in..... 5 50 6 25			PICTURE NAILS.		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			8-in..... 4 90 5 50			Porcelain head..... per gross 1 35 1 50		
96 to 100.....	18 00		HOOES.			Discount 50 per cent.			Brass head..... 0 40 1 00		
96 to 100.....	18 00		Cast Iron.			LOCKS.			PICTURE WIRE.		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Canadian, 50 to 50 and 10 per cent.			Tin and gilt, discount 75 per cent.		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			PINE TAR.		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			1 pint in tins..... per gross..... 7 80		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			"..... "..... 9 60		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			PLANES.		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			Wood bench, Canadian discount 40 per cent.,		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			American discount 50 per cent.		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			Wood, fancy Canadian or America 37		
96 to 100.....	18 00		Bird sage..... per doz. 0 50 1 10			Russell & Erwin..... per doz.			40 per cent		





# WE HAVE REMOVED

Readers of The Hardware and Metal  
please note, that we have removed to

**97-105 Wellington Street West, Near York St.**

We Have a Full Line of Office Furniture and Labor-Saving Devices for Correspondence and Record Filing in Stock.

COME AND SEE US

PHONE 4240

**The Office Specialty Mfg. Co., Limited**

PLANE IRONS.		
English .....	per doz.	2 00 5 00
PLIERS AND NIPPERS.		
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.		
Button's imitation, per doz.	5 00	9 00
German .....	0 60	0 60
PRESSED SPIKES.		
Discount 20 per cent.		

PULLEYS.		
Hothouse .....	per doz.	0 55 1 00
Axle .....	"	0 22 0 33
Screw .....	"	0 27 1 00
Awning .....	"	0 35 2 50

PUMPS.		
Canadian cistern .....	1 80	3 60
Canadian pitcher spout .....	1 40	2 10

PUNCHES.		
Saddler's .....	per doz.	1 00 1 85
Conductor's .....	"	3 00 15 00
Finners, solid, .....	per set	0 72
" hollow, .....	per inch	1 00

RAKES.		
Wood .....	per doz. net	1 20 up.

RAZORS.		
Elliot's .....	per doz.	4 00 18 00
Geo. Butler's & Co.'s .....	"	4 00 18 00
Boker's .....	"	7 50 11 00
" King Cutter .....	"	13 50 18 50
Wade & Butcher's .....	"	3 60 15 00
Carbo Magneto .....	"	10 00
Griffin Barber's Favorite .....	"	10 75
Griffin No. 65 .....	"	13 00
Griffin Safety Razors .....	"	13 50
Griffin Stropping Machines .....	"	13 50
Lewis Bros "Klean Kutter" .....	"	8 50 10 50
Hindoo .....	"	10 50 14 00
Orgestoom's Swedish .....	"	3 50 10 00
Hengkel's .....	"	7 50 20 00
Clauss, 50 and 10 per cent.		
Clauss Strops, 50 and 10 per cent.		

REGISTERS.		
Discount 40 per cent.		

RIVETS AND BURRS.		
Iron Rivets, black and tinned, 60 and 10 p. c.		
Iron Burrs, discount 60 and 10 per cent.		
Copper Rivets, with usual proportion burrs, 45 per cent.		
Copper Burrs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.		

RIVET SETS.		
Canadian, discount 35 to 37½ per cent.		

ROPE, ETC.		
Sisal .....		0 11
Pure Manila .....		0 14½
"British" Manila .....		0 11
Cotton, 3-16 inch and larger .....	0 21	0 23
" 5-32 inch .....	0 25	0 27
" ¼ inch .....	0 25	0 28
Russia Deep Sea .....		0 16
Jute .....		0 09
Lath Yarn, single .....		0 10
" double .....		0 10½
Sisal bed cord, 48 feet .....	per doz.	0 65
" 60 feet .....	"	0 80
" 72 feet .....	"	0 95

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 20 to 25 per cent.		

SAD IRONS.		
Mrs. Potts, No. 55, polished, .....	per set	0 80
No. 50, nickel-plated, .....	"	0 90
Common, plain, .....	"	4 50
" plated .....	"	5 50

SAND AND EMERY PAPER.		
E. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Burton's), 5 to 10 per cent. advance on list		

SAP SPOUTS.		
Bronzed iron with hooks .....	per 1,000	7 50
"Eureka" tinned steel, hooks .....	"	8 00

SAWS.		
Hand, Disston's, discount 12½ per cent.		
S. & D., discount 40 per cent.		
Crosscut, Disston's, .....	0 35	0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete, .....	each	0 75 2 75
" frame only, .....	each	0 50 1 25

SASH WEIGHTS.		
Sectional .....	per 100 lb.	2 00 2 25
Solid .....	"	1 50 1 75

SASH CORD.		
Per lb. ....	0 28	0 30

SAW SETS.		
Lincoln and Whiting .....	per doz.	4 75
Hand Sets, Perfect .....	"	4 00
X-Cut Sets, .....	"	7 50

SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne—		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weightbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's .....	per doz.	0 65 1 00
SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style .....	per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .....	per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....	per doz.	8 75
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87½ per cent.		
Wood, R. H., bright, dis. 82½ per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood .....	per doz.	3 25 4 00
" iron .....	"	4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

SCYTHES.		
Per doz. net .....	6 00	9 00

SCYTHE SNATHS.		
Canadian, discount 40 per cent.		

SHEARS.		
Clauss, nickel, discount 80 per cent.		
Clauss, Japan, discount 67½ per cent.		
Clauss, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		

SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		

SINKS.		
Cast iron, 16 x 24 .....		0 85
" 18 x 30 .....		1 00
" 18 x 36 .....		1 40

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews' .....	4 50	11 50

SOLDERING IRONS.		
1, ¼-lb. ....	per lb.	0 37
2-lb. or over .....	"	0 34

SQUARES.		
Iron, No. 492 .....	per doz.	1 90 2 25
" No. 493 .....	"	2 40 2 55
" No. 494 .....	"	3 25 3 40
Steel, discount 60 and 5 to 65 per cent.		
Try and Bevel, discount 50 to 52½ per cent.		

STAMPED WARE.		
Plain, discount 75 and 12½ per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized .....		3 00
Plain .....		2 80
Copper, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
STOCKS AND DIES.		
American discount 25 per cent.		

STONE.		
Washita .....	per lb.	0 28 0 60
Hindustan .....	"	0 06 0 07
" slip .....	"	0 09 0 13
Labrador .....	"	0 15 0 13
" Axle .....	"	0 15 0 13
Turkey .....	"	0 15 0 13
Arkansas .....	"	0 15 0 13
Water-of-Ayr .....	"	0 10 0 10
Scythe .....	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton .....		25 00
" under 40 lb., .....	"	28 00
" 200 lb. and over .....	"	31 00

STOVEPIPES.		
5 and 6 inch, per 100 lengths .....		7 00
7 inch .....		7 50

TACKS, BRADS, ETC.		
Carpet tacks, blued .....	80 and 5	
" " tinned .....	80 and 20	
" (in kegs) .....	40	
Cut tacks, blued, in dozens only .....	80	
" " weights .....	60	
Swedes cut tacks, blued and tinned—		
In bulk .....	80 and 10	
In dozens .....	75	
Swedes, upholsterers', bulk .....	85, 12½ and 12½	
" brush, blued and tinned .....	70	
Swedes, gimp, blued, tinned and japanned .....	75 and 12½	
Zinc tacks .....	35	
Leather carpet tacks .....	55	
Copper tacks .....	50	
Copper nails .....	52½	
Trunk nails, black .....	65 and 5	
Trunk nails, tinned .....	65 and 10	
Clout nails, blued .....	65 and 5	
Chair nails .....	35	
Patent brads .....	40	
Fine finishing .....	40	
Lining tacks, in papers .....	10	
" " in bulk .....	15	
" " solid heads, in bulk .....	75	
Saddle nail, in papers .....	10	
" " in bulk .....	15	
Tufting buttons, 22 line, in dozens only .....	60	
Zinc glaziers' points .....	5	
Double pointed tacks, papers .....	90 and 10	
" " bulk .....	40	
Clinch and duck rivets .....	45	

TAPE LINES.		
English, ass skin .....	per doz.	2 75 5 00
English, Patent Leather .....	"	5 50 9 75
Chesterman's .....	each	0 90 2 85
" steel .....	each	0 80 8 00

TINNERS' SNIPS.		
Per doz. ....	3 00	15 00
Clauss, discount 35 per cent.		

THERMOMETERS.		
Tin case and dairy, 75 to 75 and 10 per cent.		

TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N. P. S. & W., 65 per cent.		
Game, steel, 72½, 75 per cent.		

TROWELS.		
Disston's, discount 10 per cent.		
German .....	per doz.	4 75 6 00
S. & D., discount 35 per cent.		

TWINES.		
Bag, Russian .....	per lb.	0 27
Wrapping, cotton, 3-ply .....	"	0 24
" 4-ply .....	"	0 27
Mattress .....	per lb.	0 33 0 45
Staging .....	"	0 27 0 35

VISES.		
Wright's .....		0 13½
Brook's .....	"	0 12½
Pipe Vise, Hinge, No. 1 .....	"	3 50
" No. 2 .....	"	5 50
Saw Vise .....	"	4 50 9 00

COLUMBIA HARDWARE CO.		
Blacksmiths' (discount) 60 per cent.		
" parallel (discount) 45 per cent.		

ENAMELLED WARE.		
White, Princess, Turquoise, Blue and White discount 50 per cent.		
Diamond, Famous, Premier, discount 50 and 10 per cent.		
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.		
Premier steel ware, 40 per cent.		
"Star" decorated steel and decorated whit 25 per cent.		

WIRE.		
Smooth Steel Wire.		
No. 0-9 gauge .....		\$2 25
10 .....	60 extra.	
11 .....	120.	
12 .....	300.	
13 .....	400.	
14 .....	550.	
15 .....	700.	
16 .....		

Add 60c. for coppering and 2¢ for tinning.		
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks \$1.		
Fine Steel Wire, discount 27½ per cent.		
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.50—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.30—No. 26, \$8.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extra net—tinned wire, Nos. 17-34, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ¼-lb. hanks, 38c.—in ½-lb. hanks, 50c.—packed in cases or cases, 15c.—bagging or papering, 10c.		
Brass wire, discount 60 per cent. off the list.		
Copper wire, discount 60 per cent. net cash 30 days, f.o.b. factory.		
Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.70—Nos. 6, 7, 8, \$3.15 to \$3.15—No. 9, \$2.55—No. 10, \$3.20 to \$3.20—No. 11, \$3.25 to \$3.25—No. 12, \$2.64—No. 13, \$2.75—No. 14, \$3.75 to \$3.75—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.37 f.o.b. Cleveland. In carlots 12c. less.		
Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.90. Hollow 4 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.		

WIRE FENCING.		
Galvanized barb .....	2 50	2 75
Galvanized, plain twist .....	2 50	2 75
Galvanized barb, f.o.b. Cleveland, \$2 30 f.o. small lots and \$2 20 for carlots.		

WIRE FENCING.		
Galvanized barb.....	2 50	2 75
Galvanized, plain twist.....	2 50	2 75
Galvanized barb, f.o.b. Cleveland,		\$2 30 fo
small lots and \$2 20 for carlots.		



# EASY MONEY

RETURNED

JUN 15 1905



Our bicycles are made so perfect that they do not give you any more trouble to handle than a regular line of hardware. And the profits are large.

The Cushion Frame Bicycle is the largest seller.

The Cushion Frame has lost its identity as an optional improvement to a bicycle. It is just what pneumatic tires are to that vehicle—a necessary part of it.

A little hustling sells the Cushion Frame. It creates new interest in wheeling—brings you trade—is clean business.

WRITE FOR PARTICULARS AND CATALOGUE

## CANADA CYCLE & MOTOR CO., Limited

MAKERS OF THE WORLD'S BEST WHEELS — TORONTO JUNCTION

### INDEX TO ADVERTISERS.

A		E		K		P	
Acme Can Works.....	inside back cover	Erie Specialty Co.....	56	Kemp Mfg. Co.....	10	Page-Hersey Iron and Tube Co.....	19
Acme Lathe & Products Co.....	45			Kerr Engine Co.....	19	Page Wire Fence Co.....	22
Alabastine Co.....	40	F		L		Paterson Mfg. Co.....	52
Bennett Mfg. Co.....	56	Falkner, H. F.....	49	Lamplough, F. W., & Co.....	35	Penberthy Injector Co.....	21
American Steel and Wire Co.....	51	Fairbanks Co.....	43	Leslie, A. C., & Co.....	31	Phillips, Chas. D.....	45
Anglo-Canadian Supply Co.....	48	Frothingham & Workman.....	7	Lewis Bros. & Co.....	3	R	
Armstrong Bros.....	45	G		Lewis, Rice, & Son.....	inside front cover	Ramsay, A., & Son Co.....	21, 46
Atlas Mfg. Co.....	48	Gibb, Alexander.....	40	London Rolling Mill Co.....	inside back cover	Ridgely Trimmer Co.....	53
		Gies, Philip.....	19	Loughead, J. S. Co.....	46		
B		Gillett, E. W., Co., Ltd.....	22	Lufkin Rule Co.....	inside back cover		
Barnett, G. & H. Co.....	outside back cover	Glauber Brass Co.....	18	Luxfer Prism Co.....	43		
Batty Stove and Hardware Co.....	19	Greening, B., Wire Co.....	4	Lysaght, John.....	outside front cover		
Bayliss, Jones & Bayliss.....	1	Grose, Walter.....	32	M			
Bennett Mfg. Co.....	35	Grove Chemical Co.....	41	Maple Leaf Harvest Tool Co.....	5	Sadler & Haworth.....	outside back cover
Bird, J. A. & W., & Co.....	21	Gurney Foundry Co.....	49	Mast, J. M., Mfg. Co.....	32	Samuel, M. & L. Benjamin, & Co.....	2
Birkett, Thos., & Son Co.....	1	Gutta Percha and Rubber Mfg. Co.....	outside back cover	Maxwell, D., & Sons.....	6	Sanderson-Harold Co.....	39
Bradstreet's.....	56	H		Merrick, Anderson & Co.....	35	Sayer Electric Co.....	22
Bullard Automatic Wrench Co.....	19	Hamilton Cotton Co.....	6	Metallic Roofing Co.....	33	Scott, Greenwood & Co.....	48
Burman & Sons.....	8	Harrington & Richardson Arms Co.....	45	Morton, B. K., & Co.....	31	Seymour, Henry T., Shear Co.....	46
C		Heinisch, R., Sons Co.....	46	Morrison, James, Brass Mfg. Co.....	16	Sharratt & Newth.....	46
Canada Cycle and Motor Co.....	54	Henderson, J. A.....	39	Morrow, John, Machine Screw Co.....	32	Shaw, A., & Son.....	46
Canada Foundry Co.....	45	Hobbs Mfg. Co.....	6	Munderloh & Co.....	20	Sherwin-Williams Co.....	13
Canada Iron Furnace Co.....	31	Howland, H. S., Sons & Co.....	15	Mc		Silica Barytic Stone Co.....	45
Canada Metal Co.....	45	Hyde, F. & Co.....	31	McArthur, Alex., & Co.....	50	Smith & Hemenway Co.....	19
Canada Paint Co.....	42	I		McCaskill, Dougall & Co.....	41	Solairine Metal Polish.....	53
Canada Paper Co.....	32	Imperial Varnish and Color Co.....	38	McClary Mfg. Co.....	24	Standard Ideal Sanitary Co.....	16
Canadian Cordage and Mfg. Co.....	37	International Stock Food Co.....	inside back cover	McDougall, R., Co.....	31	Standard Paint and Varnish Works.....	41
Canadian Heating & Ventilating Co.....	22	Ironsides, Sons & Co.....	56	McGregor-Banwell Fence Co.....	22	St. George, H. E.....	40
Canadian Rubber Co.....	24	Iver Johnson Arms and Cycle Works.....	14	N		Summers, John, & Sons.....	48
Canadian Sewer Pipe Co.....	18	J		Newman, W., & Sons.....	6		
Olauus Shear Co.....	56	Jackson, C. F. & Co.....	31	Nobles & Hoare.....	41	Tarbox Bros.....	56
Concrete Bdg. Block & Machine Co.....	35	Jamieson, R. C., & Co.....	39	North Bros. Mfg. Co.....	1	Taylor-Forbes Co.....	outside front cover
Connor, J. H., & Sons.....	35	Jardine, A. B., & Co.....	18	Nova Scotia Steel and Coal Co.....	31	Technical Book and Advt.....	56
Consumers' Cordage Co.....	9	Jenking, A. O.....	53	O		Thompson, B. & S. H., Co.....	outside back cover
Covert Mfg. Co.....	56	Johnston, R. D., Clapham & Morris.....	22	Oakey, John, & Sons.....	48	Thorne, R. E.....	16
Cullen, Orlan Clyde.....	6	Jones & Barclay.....	35	Office Specialty Mfg. Co.....	53	Turnbull & Henderson.....	40
Cutta, C. M. & Co.....	49	K		Onaida Community.....	43		
D		L		Ontario Silver Co.....	6		
Dana & Co.....	7			Ontario Tack Co.....	12		
Davidson, Thos., Mfg. Co.....	2			Ontario Wind Engine and Pump Co.....	45		
Dennis Wire and Iron Co.....	6			Owen Sound Wire Fence Co.....	35		
Deseronto Iron Co.....	31			P			
Dods, P. D., & Co.....	41						
Dominion Belting Co.....	45						
Dominion Wire Mfg. Co.....	4						
Dorkan Bros. & Co.....	outside front cover						
Dowdell Mfg. Co.....	4						



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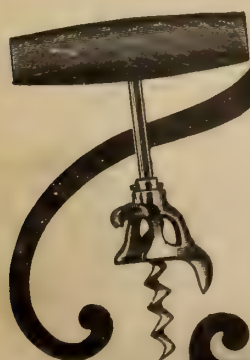
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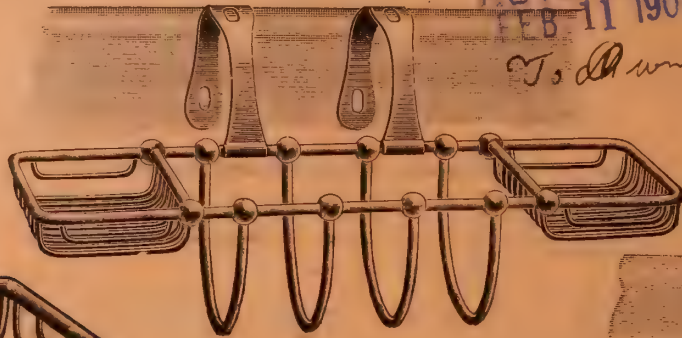
The Largest Manufacturers of Hardware in Canada.

————— GUELPH, CANADA

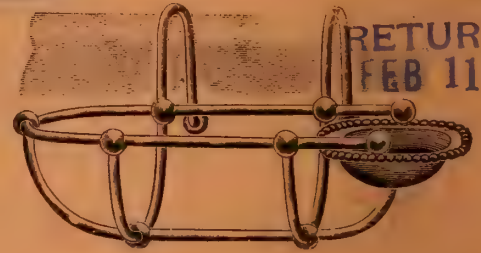
LIMITED.



# NICKEL-PLATED Bathroom Supplies



Soap and  
Sponge Rack

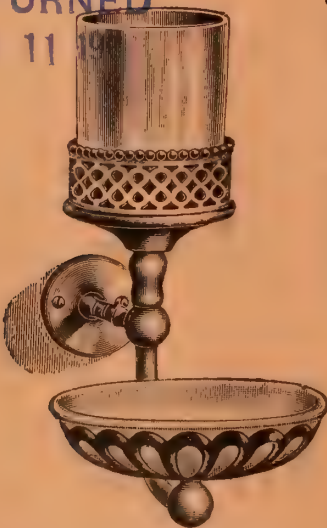


Soap and Sponge Rack



Soap Rack

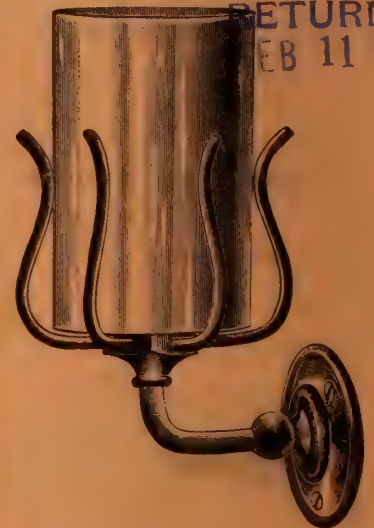
**GET OUR PRICES and LISTS of**  
 Soap Holders      Paper Holders  
 Bath Seats and Shower Rings  
 Towel Bars      Robe Hooks  
 Match Holders, etc.



Tumbler Rack



Tumbler and Soap Rack



Tumbler Rack

# RICE LEWIS & SON

LIMITED

# TORONTO.



**ALWAYS  
READY  
FOR USE**

**THE  
Carbo Magnetic  
RAZOR**

Full Hollow  
Ground \$2.50 Each  
Double Concave for  
extra hard beards, \$3.00  
Send for free book, "HINTS TO SHAVERS."

The **CARBO MAGNETIC** RAZOR

**No Honing! No Grinding!**

No Smarting after Shaving. With ordinary careful use will  
**KEEP AN EDGE FOR YEARS WITHOUT HONING.**

Booklet coming—if you will ask for a copy, with trade discount.

FOR SALE BY LEADING JOBBERS.

FIRM OF  
**A. L. SILBERSTEIN,** *Griffon* Cutlery  
MAKERS OF

**459-461 BROADWAY, NEW YORK.**

Don't forget to get our  
prices for

## SPRING GOODS

BEFORE BUYING

Lawn Mowers, Lawn Rakes,  
Rubber Hose. Harvest Tools,  
Shovels and Spades, Paris  
Green, Green Wire Cloth,  
Churns, Wheelbarrows. . . .

**Builders' and Lumbermen's Supplies Always  
on Hand**

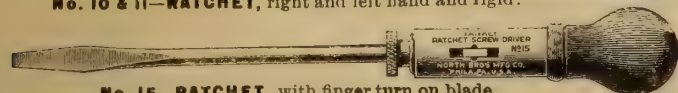
**THOS. BIRKETT & SON CO.,**  
LIMITED  
**OTTAWA, ONT.**

Other Tools are very  
Good Tools, but

**SCREW DRIVERS**



No. 10 & 11—RATCHET, right and left hand and rigid.



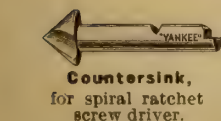
No. 15—RATCHET with finger turn on blade.



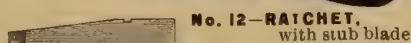
No. 30—SPIRAL RATCHET—right and left hand and rigid.  
No. 31— " " (heavy pattern.)  
No. 20— " " right hand only.



Chuck and 8 Drill Points,  
for spiral ratchet  
screw driver.



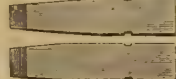
Countersink,  
for spiral ratchet  
screw driver.



No. 12—RATCHET,  
with stub blade.



No. 60—POCKET  
SCREW DRIVER.



## "YANKEE TOOLS" ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOL  
of the KIND.

**DRILLS**



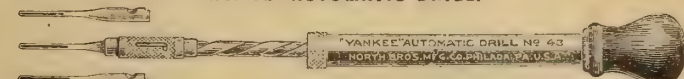
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK  
**NORTH BROS. MFG. CO.**  
PHILADELPHIA, Pa.



# SAP SPOUTS

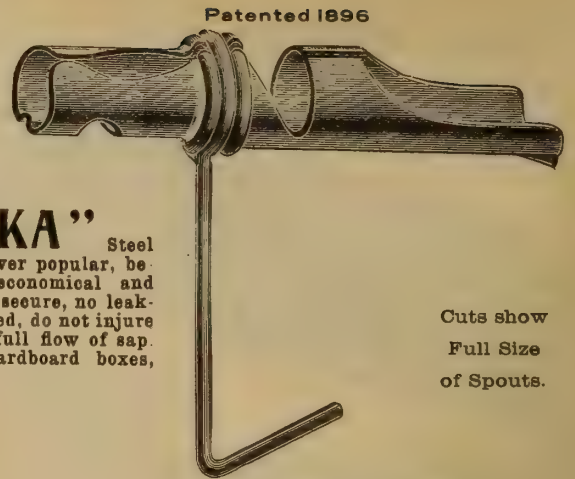
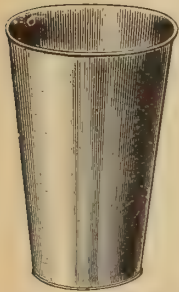
## STEEL



Supplied with or without hooks

### THE "EUREKA"

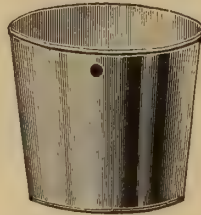
Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each

Cuts show  
Full Size  
of Spouts.

Long Pattern

## SAP BUCKETS

SUBSTANTIALLY MADE

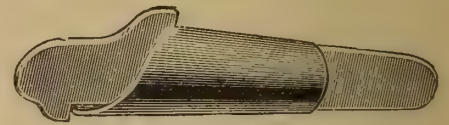


Western Pattern

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE  
AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

Prices  
and  
Samples  
on  
Application.

### "IMPERIAL" TAPERED



Made from heavy tinned sheets  
especially adapted

FOR COVERED  
SAP  
BUCKETS

The THOS. DAVIDSON MFG. CO., Limited, . . . MONTREAL

# COPPER SHEETS

Hot Rolled

Cold Rolled

WRITE FOR PRICES

## M. & L. Samuel, Benjamin & Co.

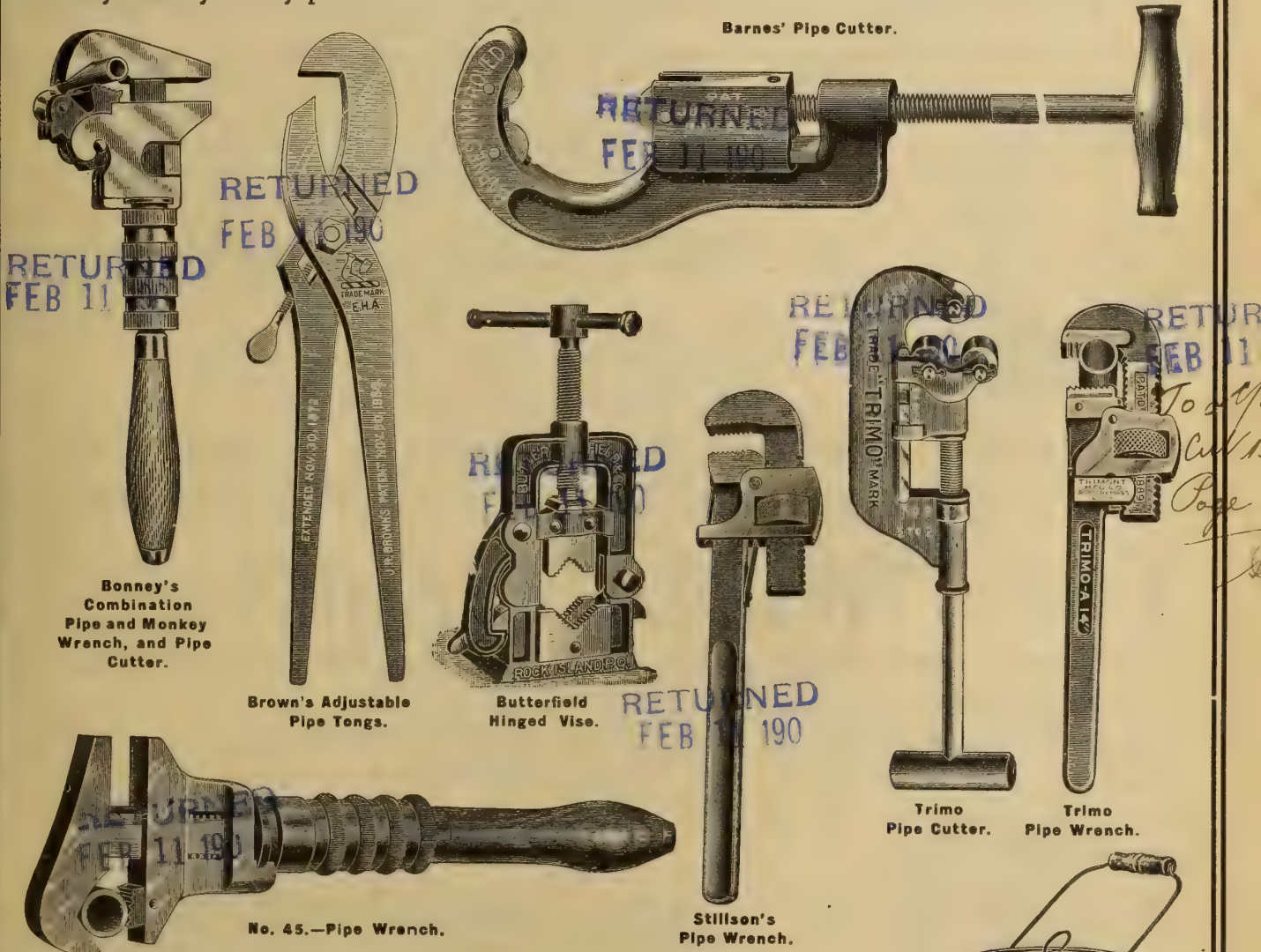
503 Temple Building - TORONTO.

English House—16 Philpot Lane, LONDON, ENGLAND.



# The Current of Trade

THERE are still some Hardware Dealers who are letting the trade in Plumbers' Tools go to the other fellows ; and again, a few who limit their stock in this line, and accordingly limit their profit. It is useless for us to tell you that the current of trade invariably flows to the greatest assortment. We simply wish to refer you to our thousand-page catalog, and ask if we may name you any prices.



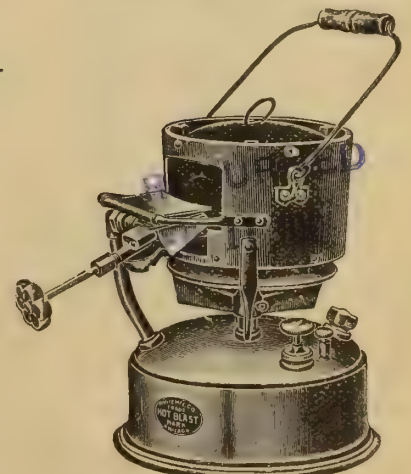
## Lewis Bros. & Co.

Importers and Distributers

MONTREAL

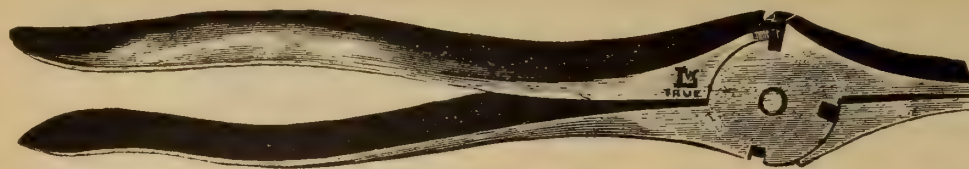
TORONTO OTTAWA VANCOUVER

Communications to Montreal.



No. 39.—Hot Blast.  
Extra heavy and very powerful.





## Fencing Pliers

4½, 6, 8, 9, 10 in.

Write for quotations. Order now and avoid annoying delays in the spring.

Correspondence solicited from the Jobbing and Retail Trade.

**E. F. WALTER & CO.,** 166 and 168 McGill St., **Montreal**



## THE GREAT ECONOMIZER

of Fabric, of Time, of Woman's Strength, is

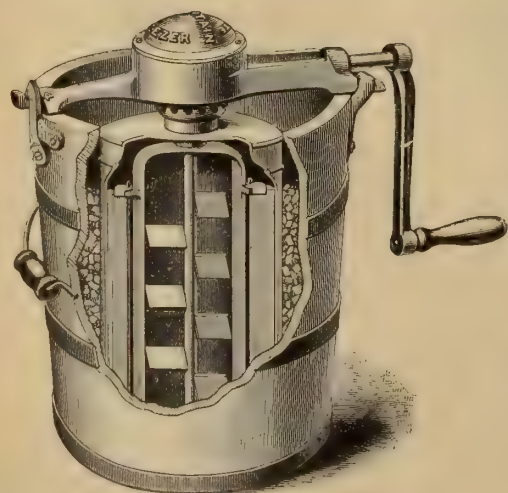
### The "New Century" Washing Machine

Built on new lines, reducing the necessity of physical effort to a minimum. It works as nearly AUTOMATICALLY as possible. No dealer should be without the New Century if he is genuinely concerned about having the BEST machine obtainable.

— SEND FOR CATALOGUE. —

THE DOWSWELL MANUFACTURING CO., Limited, - HAMILTON, ONT.

# The "White Mountain"



## THE ONLY TRIPLE MOTION ICE CREAM FREEZER

No Experiment

Thoroughly Known

Many Years Tested

SALES INCREASING ALL THE TIME

*New Illustrated and Descriptive Catalogue, together with prices, upon application*

**The McClary Manufacturing Co.**

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER AND ST. JOHN, N.B.

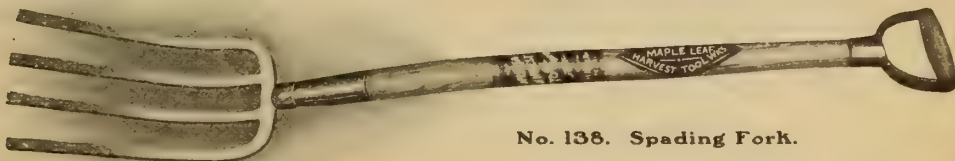


# Have You Seen Them ?

For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



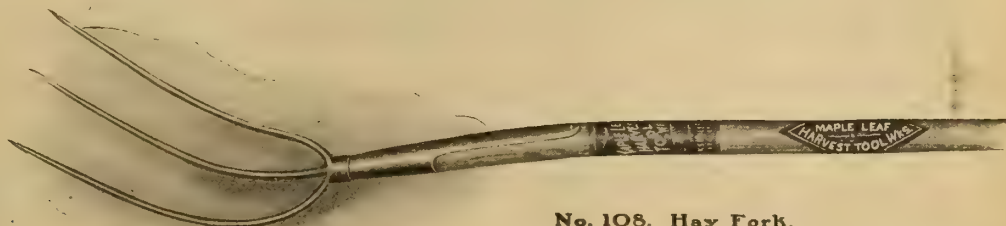
No. 122. Manure Fork.



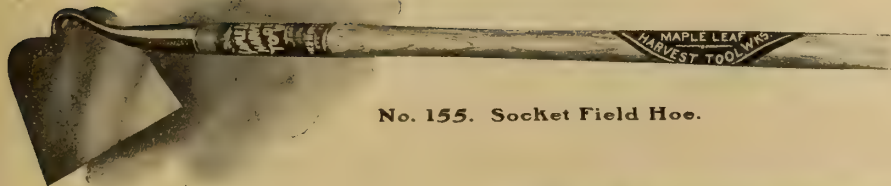
No. 138. Spading Fork.



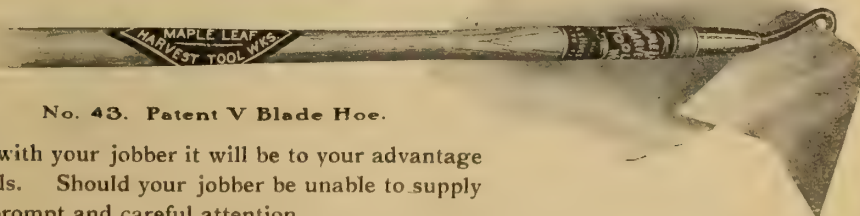
No. 243. Beet Fork.



No. 108. Hay Fork.



No. 155. Socket Field Hoe.



No. 43. Patent V Blade Hoe.

## TO THE HARDWARE TRADE--

When placing your order for harvest tools with your jobber it will be to your advantage to **specify** for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

# The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

## ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Don't Forget the Name...

### NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

## Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.  
Registered Attorney U.S. Patent Office,

U.S. and Foreign Patents, Caveats, Copyrights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G, Washington, D.C.

GUN SHOP and MODEL SHOP

Warren White Sulphur Springs,  
Totten P.O., Virginia.

\$\$\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$

## CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

### CANADIAN CONTRACT RECORD

tell where contracts may be had.  
\$2 per year buys them. Address

### THE CONTRACT RECORD

Toronto, Montreal, and Winnipeg.

## DO YOU KNOW US?

Get Acquainted.

We cut BRASS AND  
COPPER SHEETS  
to any size.

Promptly, too.

### The Booth Copper Co.,

LIMITED,

119-123 Queen St. East,  
TORONTO.



Steel Frame Support.

## DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

### "Maxwell Favorite Churn."

PATENTED FEATURES:

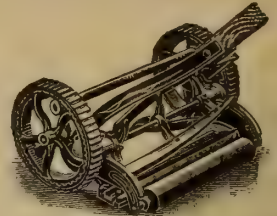
Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

### Lawn Mowers.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



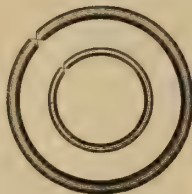
### MAXWELL MOWER

8-in. Low Wheel.

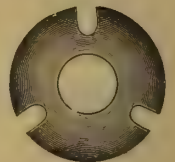
### Wheelbarrows.

In Four Different Sizes.

## SPRINGS



Send Samples or Specifications  
for Prices



The WALLACE BARNES CO., - BRISTOL, Conn.

## TACKS

Factory equipped with the latest improved machinery.

Make inquiries  
Get our prices

### AGENTS WANTED

THOS. H. WYNN, - - HAMILTON

Do NOT accept "Just as good."  
INSIST upon getting

## SWORD AND TORCH

when buying galvanized sheets.

Lowest Price for Fine Quality.

Agent for

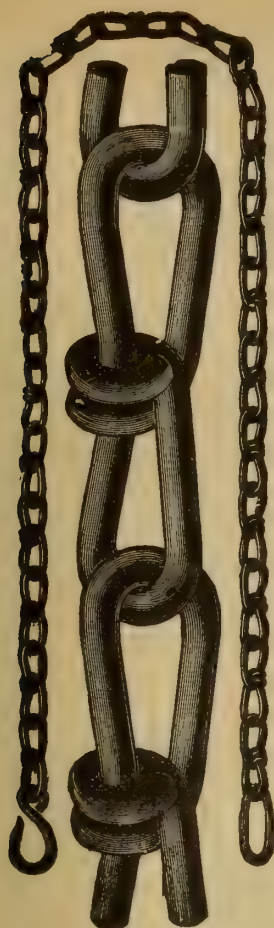
J. A. HENDERSON,

Board of Trade Bldg., MONTREAL,

T. W. & J. WALKER,

WOLVERHAMPTON





# Improved Steel Wire Trace Chains

Every chain guaranteed.  
Gives universal satisfaction.

The  
**B. Greening Wire Co.**  
Limited  
Hamilton, Ont., Montreal, Que.

# Dillon-Hinge-Stay

Why handle Barb and Coiled Wire at no profit when you can have a fair margin on our

**DILLON FENCING.**



Got up specially for the hardware trade.  
Easily put up and at the most moderate prices.

Write for Prices in Car or Small Lots.

**OWEN SOUND WIRE FENCE CO., LIMITED,**

Owen Sound, Ont.

**CAVERHILL, LEARMONT & CO.,**

Eastern and Western Agents,

Montreal and Winnipeg.

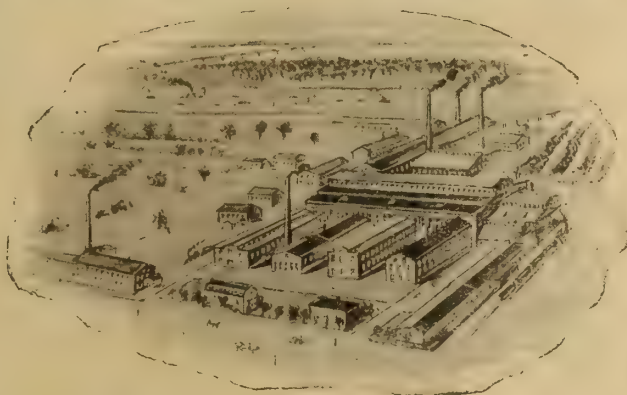
# DOMINION WIRE MANUFACTURING CO.

MONTREAL and TORONTO

Limited

WE  
MANUFACTURE ALL KINDS OF WIRE

# BARB WIRE



# GALV'D WIRE

**WIRE NAILS**

**WOOD SCREWS**

BRIGHT WIRE GOODS, JACK CHAIN, COAT and HAT HOOKS, COTTER PINS,  
STAPLES

**STEEL WIRE BARREL HOOPS**





NOS. 238 AND 818, FOUR SIZES

Cutlery is the most profitable line of goods you can carry.

Keep note of the new goods.

The illustration shows a new, all-steel Barber's Shear, very light and neat, best temper, full nickel plated, lower blade serrated or plain.

Sizes: 7, 7½, 8, 8½ inches.

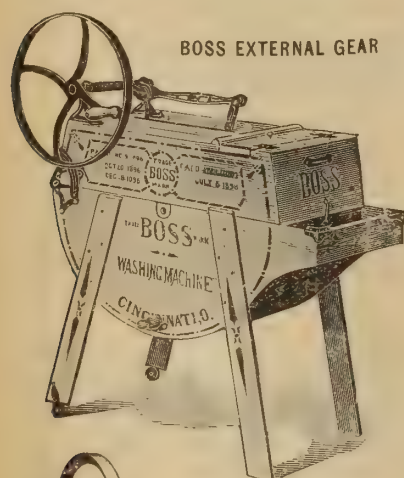
Barbers will buy them eagerly.

Remember we have the largest and best selected stock of Cutlery in Canada.

## Frothingham & Workman, Limited

Wholesale Hardware and Iron Merchants,  
Montreal, Canada.

For 96 years sellers of hardware.



BOSS EXTERNAL GEAR

## The World's Most Famous WASHERS

*Made by the largest Washing Machine Factory in the world.  
Capacity, 600 machines per day.*

### They Are Not Cheap Goods

as goods of such quality would not have permitted of thriving success and present standing of our Washers, and daily capacity.

*Ask your nearest Hardware Jobber for samples, and insist upon his furnishing Washers bearing our stamp.*

They are the most profitable to handle, because they sell readily. Write to us for catalogue. Address

**BOSS WASHING MACHINE CO.**

CINCINNATI, OHIO, U. S. A.



1904 AUTOMATIC



New Boss Rotary—Shielded Gears





# Binder Twine

---

BLUE RIBBON, 650 ft. to the lb.

REDCAP, - 600 ft. to the lb.

TIGER, - - 550 ft. to the lb.

STANDARD, 500 ft. to the lb.

GOLDEN CROWN, 500 ft. to the lb.

---

Still the Favorites of both FARMERS and DEALERS.

---

If **SHEAF BRAND** is preferred to any of the above, we are prepared to supply it, as we are the Proprietors of this Trade Mark.

*Nothing but Select Fibre Used.*

*Skilled Canadian Labor.*

Our Twine is not only evenly spun, but is WELL BALLED.

This is very important, prevents tangling in Twine Box

Write for prices.

## CONSUMERS CORDAGE CO., Limited

MONTREAL.

Western Agent: W. A. C. HAMILTON,  
11 Front St. E., Toronto, Ont.

Mills—MONTREAL and HALIFAX.



# The Kemp Cold Blast Lantern

IS SUPERIOR FOR THE

FOLLOWING REASONS:

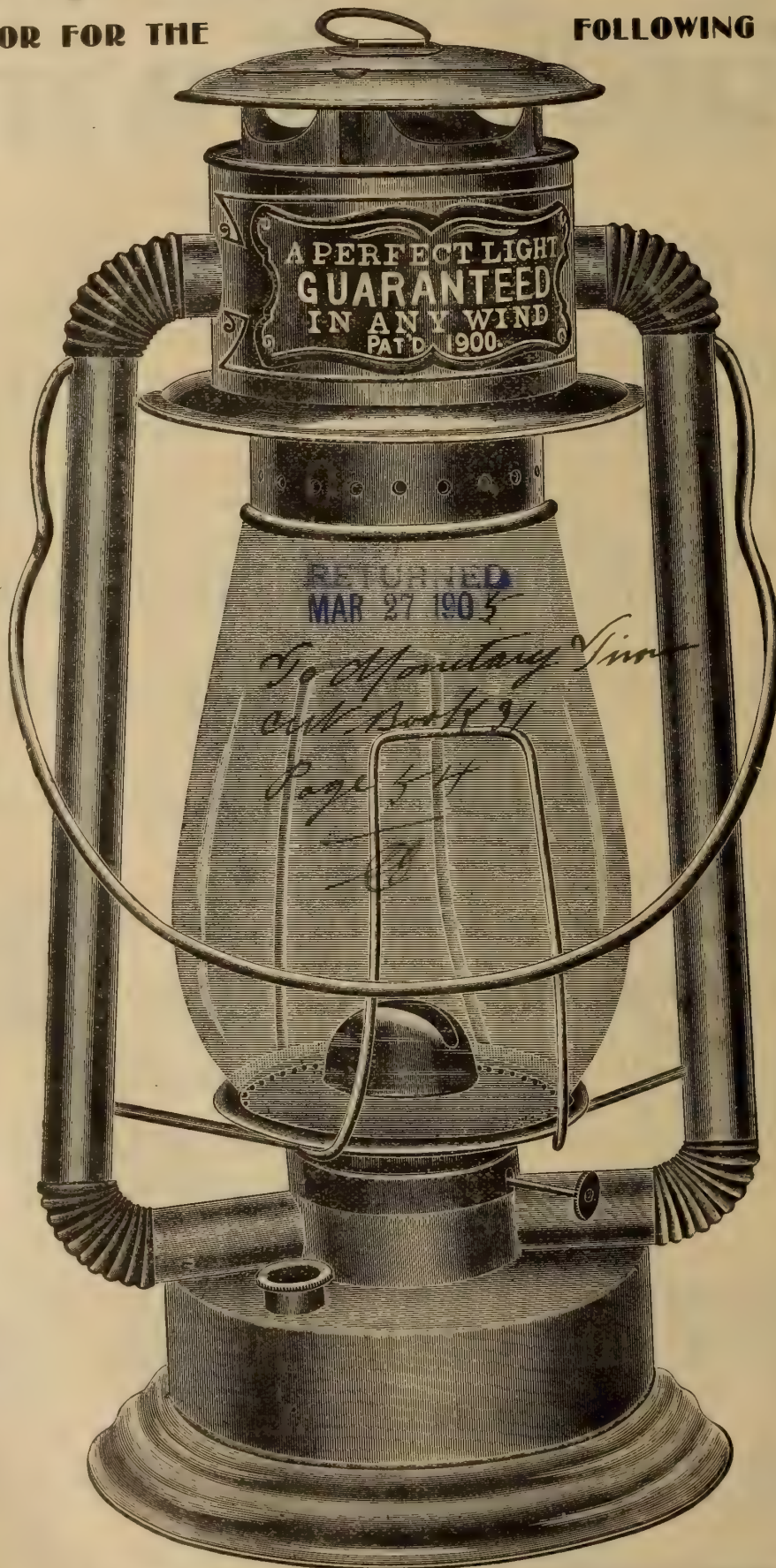
Broad and solid base.  
Patented tubes are  
substantial and  
large, and seamed  
on the inside.

Wire guard com-  
bined with the  
tube protects the  
globe; it also holds  
the globe very  
firmly; still the  
globe is easily de-  
tached for cleaning

The globe is not  
only hinged such as  
used on an ordin-  
ary hinged lantern,  
but it is also made  
to lift; it is there-  
fore a combined  
lift and hinge lan-  
tern.

We guarantee  
it to retain a  
full-size flame  
in a high wind.

The lantern is made  
with the greatest  
care and in the  
strongest possible  
way throughout.



Extra large and  
heavy oil well.

Burner dome has  
extra deep flange  
and is less apt to  
be displaced when  
lighting or through  
jolting.

A most effective  
and simple device  
for holding the  
globe up is by  
means of the bail  
by simply dropping  
it underneath the  
guard.

We guarantee  
this lantern not  
to blow out.

This guarantee  
is embossed on  
a brass label  
and attached to  
every lantern.

It costs no more  
than lanterns of  
inferior quality.

Manufactured by **KEMP MANUFACTURING CO., TORONTO, Canada**



## TIMELY TRADE TOPICS

**A**N up-to-date hardware store is that of the Smythe Hardware Company, near the corner of College street and Spadina ave., Toronto. This store was written up and illustrated in a recent number of Hardware and Metal. The Smythe brothers, who compose the firm, are Canadians who, after spending several years in the United States, have returned to their native city to put into practice the progressive ideas learned in other spheres.

A representative of Hardware and Metal called upon Messrs. Smythe a few days ago and questioned them as to the wisdom of offering goods at such low prices as are displayed in the windows and in front of the store. "This is the dull season," said Mr. Smythe, "and if we waited for business to come to us we would show a balance on the wrong side of our books at the end of the month. We prefer to get out and make business rather than to sit waiting for it to come to us. Our experience is that by offering special lines at reduced prices, by buying well and by paying cash for what we buy, we can turn the dull months into money-making seasons. For example, we bought 250 dozen of brooms the other day from a firm who were going out of that line and we are able to offer them at prices that bring us a profit, cause them to sell quickly, and bring our store before many new customers. Another instance is that during the holiday season we sold a line of sleds at 99c, while our competitors were selling similar sleds at 75c. When the dull season came on we had only a few left and rather than carry them over we cleared them out at 60c, making a good profit on the entire line. Do we give credit? No, we have been in business four months and we haven't \$4 on our books. When we want to lend money we will go into the banking business. When a retailer sells his goods on credit he lends his money without interest and he does so without a particle of security. Bankers refuse to lend money without interest and good security and we see no reason why we, as retailers, should not do the same. And we find that when we explain this to customers asking for credit that we earn

their respect and retain their business on a cash basis.'"

Travelers report that stock taking is about over, the majority of merchants throughout Canada taking stock during January. Until this is over little can be done in the way of selling goods although a considerable number of orders are being booked now for Fall delivery. That all travelers do not have the same experience with the same goods is well illustrated by the sale of such a novelty as the Universal Bread Machine. One man, who covers the territory east of Toronto for a local wholesale house, has met with a considerable demand for this article, its merit being recognized and quite a sale being recorded for it. On the other hand, travelers in other districts report the article to be almost unsaleable owing to its high price, retailing at about \$2.25. The principle of the machine is good and it will probably continue to work its way into public favor.

Mr. W. A. Drummond, of the Whitten-Drummond Co., 173 King street east, Toronto, leaves this week on a fortnight's trip to New York, Philadelphia, Boston and other eastern cities, his object being to close a deal towards introducing a new feature in connection with his business. Mr. Drummond states that trade has been exceptionally good during the dull season following the holidays, partly owing to the good sleighing which enables the farmers to visit the city, and partly to his mail order trade in dairy supplies, etc. He intends spending about \$1,500 during the coming Summer in improvements to the store, both interior and exterior, the store front to be of a practical and original design, built particularly for the display of hardware. Special attention will be given to the installing of the glass for lighting purposes. Mr. Drummond's experience in departmental stores and in the construction of store fronts is standing him in good stead in the management of the retail business he is now conducting.

The fact that a meeting of creditors of the Shepherd Hardware Co. will be held on February 15 will be learned with

regret by many, this firm having won a good reputation for itself in its former stand on Dundas street, prior to their removal to the store on Spadina avenue near College street. It is probable that arrangements will be made to continue the business at the present stand.

An attractive window was shown this week by the Russill Hardware Co., King street east, Toronto, the main line shown being that of gold enamel. The central arrangement was a series of circular shelves on which was displayed tins of bronze, bottles of banana oil and liquid, tins of aluminum paint and other classes of fine oils and paints, the whole being surmounted by a small statue done in gold enamel. Above the shelves and filling the top of the window were cards or metallics and flitters, showing the various colors carried, and picture frames done in Russill's gold leaf substitute and aluminum paint. On the floor of the window additional samples of these lines are shown as well as jugs done in copper bronze and papers of metallics and bronzes, the whole making a catchy display of fine paints and colors.

Now is the time to prepare for the rush of Spring trade. Stocktaking has shown the retailer that he has many lines of goods which are not selling as they should. Perhaps they have not been pushed, or, having been on a back shelf, have not been seen by customers. Make a window display of them, draw attention to their good qualities, name a special price on them and turn them into cash. Floor and shelf space is valuable—too valuable to be used by dead stock. In addition to making an effort to clean out unsalable stock some energy might be directed to brighten up the store for the coming bright Summer weather. Give the store and warehouse a Spring tonic. Brush down any cobwebs which may have gathered in out of the way corners; clean out the unnecessary boxes, old calendars, and rubbish of all kinds; clean the warehouse windows, and most important of all, spend a few hours and some money on giving the counters, shelves and store fixtures a coat of varnish and a general brush up. Give



the store a prosperous look and make it a bright and cheery place of business and your customers will appreciate it.

\* \* \*

While the writer does not advocate "bargain sales" as a regular occurrence, enough has probably been said to prove their worth at the dull seasons of the year. The first thing to do is to get the goods out in sight, brush off the dust, arrange the small stuff as neatly as possible on tables or counters and with a liberal supply of hand printed cards show the prices in plain figures. It isn't necessary to sell these goods way below cost, but it is better to get them off your hands at once with a small margin than to keep them on the shelves. Select a few of the most attractive bargains and put them in your windows; spend a little time and brain work on this window arrangement, just as the angler carefully fixes the bait to his hook. Your window is your bait—or part of it—and if it is full of unattractive goods it will be no more of a success as bait than a mangled minnow on the fish hook of the sportsman. Don't fail to use plainly printed price cards in the window—the price is, in this case, the thing to draw attention. And don't fail to advertise your "After Inventory" sale in your local paper and by sending some well printed circulars to the farmers in your district as well as to your town customers. Watch the printer and see that good, plain type is used and the special lines are properly displayed. Make a special emphasis of a few well-known lines which are offered at a cut price and state that stocktaking has disclosed a number of broken lots on your hands which must be cleared out to make way for new goods. Announce that more bargains will be found at the store, and, once having gotten a new customer there, make a special effort to please him and induce him to come back again.

#### A NEW CONCERN.

In the announcement of the formation in Montreal of a new company of importers and manufacturers' selling agents, the name of the firm was given as the St. Armand Co. This was plainly a typographical error, and should have appeared as the St. Arnaud Co., Mr. A. M. St. Arnaud, the head of the firm being well-known to the whole trade.

Manning & Vincent, agricultural implement agents, Stonewall, dissolved partnership.

## Trade Conditions in Birmingham

By H. B.

Birmingham, Jan. 26, 1905.

WHILE, undoubtedly, there is improvement in the heavier trades of the Birmingham district, manufacturers of lighter articles are still experiencing the effects of the general depression; and the tone of hopefulness which ushered in the New Year remains tempered by a spirit of caution, that renders it very difficult to obtain orders except on hand-to-mouth lines. The engineering trades and manufacturers of electric plant, railway and other heavy requirements for export, and firms who lay themselves out for government contracts, appear to be best off, and although the general feeling is better, business in the new year is by no means increasing by leaps and bounds.

Military guns are in demand, and the local factories, including the Birmingham Small Arms Company, are fairly well employed. But I hear that owing to attempts to make the cutting machinery do that which has eventually to be dealt with by hand filing, considerable quantities of finished military rifles are being returned on the hands of one large firm, as not being in all particulars of the required gauge. The defects are in details that do not affect the general efficiency of the weapon, so there will presently be fine opportunities for buyers of sporting rifles to obtain a finely-made, serviceable gun at a low price.

\* \* \*

Speaking at a social gathering of the employes of Westley Richards & Co., one of our foremost makers of high-class sporting guns, Mr. Leslie B. Taylor, the managing director, said it was general knowledge that the home gun trade had been suffering from many hostile influences during the past few years. In the first place there were restrictions in India and Africa, brutal tariffs in America, and unfair competition from the lower cost of production by Belgium and other countries. But the trade was also suffering from the meddlesome interference of would-be legislators in this country. The Pistols Act was a case in point; it had prevented the legitimate sale of revolvers without affecting the purpose the author of the Act had in view. The Birmingham proof house returns showed that there were some 8,000 odd foreign guns proved in this country. That was, there were guns imported here from Belgium, France, Germany and the United States of America. What they wanted in England was a preferential tariff in order to protect

them in these markets of the world which were their best, namely, Canada, Australia and Africa.

\* \* \*

Gradually gun and pistol makers are beginning to realize the increasing opportunities which Canada offers to Birmingham makers of better-class firearms. The writer has been in touch with two Birmingham firms within the last few days which may be taken as samples of how enterprise in exploiting the Canadian market meets with adequate success. In the one case, that of a firm of world-wide reputation, Canada has recently become a market of first consequence, while in the second instance, what in contradistinction may be termed a private firm, one of the partners admitted that but for their Canadian trade, business at the present time would be in a very bad state indeed. In the one case the manager of the company has visited the Dominion and is taking energetic steps by appointing representatives and advertising to cover the country; and in the other, the success of the firm's representative has induced one of the principals to arrange to go out this Summer to thoroughly view the land. In this instance, also, judicious advertising will be employed to back up the firm's representatives.

\* \* \*

Mr. Joseph Chamberlain represents the Birmingham parliamentary division, in which what is known as the "Jewelers' Quarter" is situate. He attends the annual dinner of the Jewelers' Association and generally makes a pronouncement which is of national importance. This year the death of a daughter made it impossible for him to attend the annual function, a misfortune that was generally deplored. The gathering was, nevertheless, well attended. In the course of the meeting Mr. Charles E. Mathews, one of our most prominent legal and literary luminaries, in referring to the opposition which Mr. Chamberlain's fiscal policy had encountered, reminded his hearers of the memorable words of the great John Bright, uttered in his own hearing: "that the man who

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is faithful to the dictates of his own honest convictions can never be unfaithful either to his constituents or to his country." And in applying these words to Mr. Chamberlain's recent actions, he said, that their illustrious representative had given hostages to fortune in the furtherance of his main object. Mr. Chamberlain had resigned the splendid position of Secretary of State for the Colonies, a position which he made almost unrivalled by his insight and force of character; and in addition to that, he had given up a stipend of £5,000 a year. Did they not think, he asked, that a man who was capable of such an act of self-sacrifice ought to be spared the amazing vituperation of which he had constantly been the victim in recent years?

\* \* \*

Personally I have had opportunities of watching Mr. Chamberlain's career, from the time when he dominated the Birmingham City Council until the present moment, when he has abandoned a high position in the Cabinet and a lucrative office of the State, and, however one may have differed from his opinions and actions at certain stages of his career, this fact has always been impressed upon one's mind as evidence of the greatness and indomitable character of the man,—never, to my knowledge, has he failed to attain the political object he once set his mind to attain. And, should his life be spared, sooner or later, it may be taken for granted that the far-seeing imperial policy Mr. Chamberlain has formulated in regard to the fiscal reform of Great Britain and her colonial possessions, will become an accomplished fact, and that to the smallest detail; for he is still, as he always has been—"The Man that Does."

\* \* \*

The German miners' strike is affecting the home iron trade in two directions. That and the Russian crisis have largely restricted business with the north of Europe, but local manufacturers are experiencing the effects of a slackening in German competition. Still a continued improvement in the iron trade of the district is reported on to-day's market, and as upon this industry depends more or less the conditions of the hardware trades of the Midlands, it may be fairly assumed that when adjusted, and Russia has emerged from her present state of anxiety, the noticeable improvement recorded, will expand into a general revival of commercial prosperity.

B. A. Prytes Company, Limited, Toronto, share capital \$750,000; purpose to carry on mining in all its branches. The directors are: A. R. Moore, J. W. Cheeseworth, C. Smith, W. Stonge and J. G. Mowat, all of Toronto.



## A Money Making Corner

of any paint stock is the corner devoted to

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A complete line of Floor Finishes for any floor—any style.

Every article in the line is backed by the Sherwin-Williams reputation for best quality and by the Sherwin-Williams *push*.

Be prepared to meet the extra demand for these specialties during the spring house cleaning season.

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135d

## INQUIRIES FOR CANADIAN TRADE

The names and addresses of the firms making the following inquiries may be had by application to the Department of Trade and Commerce, Ottawa, or to the Editor of this paper. Parties answering inquiries will be careful to mention the office under which said inquiry appears and the number.

From the commercial agent at Birmingham:

110. A firm in the Midlands wishes to get in touch with Canadian firms open to ship mica and asbestos.

117. A commission agent with influential connections wishes to represent Canadian firms in a position to supply nickel, antimony, manganese, zinc, asbestos and mica.

119. A large firm of carriage lamp manufacturers wish to find a market in Canada. Would appoint an agent.

120. A well known firm manufacturing pumps is desirous of appointing an agent in Canada.

121. A firm in Birmingham wishes to find a market in Canada for their guns, medium and cheap price.

122. A firm in the Midlands wishes to place in Canada their box, ivory, steel and brass rules.

123. A Birmingham firm wishes to appoint an agent in Canada for the sale of all kinds of brushes.

124. A firm making a specialty of electrical instruments wishes to find a market in Canada.

126. A large firm manufacturing brass tubes and brass cased tubes wish to appoint an agent in Canada.

127. Several firms are open to purchase all kinds of wooden handles, particularly hammer and shovel handles.

128. A firm in the Midlands wishes to appoint an agent in Canada for the sale of their aluminum culinary utensils table-ware, water bottles, fancy goods, cigar and cigarette boxes.

129. A large firm in Birmingham wishes to place their cycles on the Canadian market.

130. A firm manufacturing stampings



and tools wishes to appoint an agent in Canada.

From the High Commissioner for Canada:

129. A firm of engineers and merchants in Glasgow would be pleased to act as buying agents for contractors or firms in Canada, and also wish to represent Canadian manufacturers of machinery tools and engineering appliances seeking an export outlet.

From the commercial agent at Leeds:

83. A large manufacturing firm of electrical accessories, switches and switchboards in iron or brass fittings for ships, houses and warehouses desire to be put in direct communication with principal buyers in large Canadian towns and cities.

84. A large manufacturing firm of electrical lighting and bell accessories dealing in very large quantities of wood casings therefor, desire to be put in direct communication with Canadian lumber mills ready to export the same.

#### Agencies Wanted.

J. L. Nichols, of the Anglo-Canadian Supply Co., 29 Church street, Toronto, would be glad to hear from manufacturers of light lines suitable for the hardware or grocery trade. Mr. Nichols reports an excellent demand for York Metal Polish, his own specialty. He finds, however, that he can handle a few other lines advantageously. His salesmen call on the hardware, grocery, harness and jewelry dealers.

#### CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

#### Motor Car Information.

**JOHN BIRCH & COMPANY**, of London, Eng., have issued a catalogue dealing with the price list of cars, beside showing by cuts the different patterns of cars, and parts of cars. The first thirty-three pages are taken up with the different styles and prices of cars. The next forty-four pages are composed of illustrations of different patterns of cars, while the remaining four pages comprise the index. The catalogue is neatly bound in an artistic, heavy paper cover, and should find a place on the shelves of every Canadian dealer of motor cars. Readers mentioning **Hardware and Metal**, upon request for this catalogue, shall receive it free of cost.

"**MAXimum Light Glass**," is the title of an exceedingly interesting and well-

## HAS A "GRIP" ON THE TRADE. **IVER JOHNSON** Revolver Grip.

Progressive dealers instantly recognized its value—the demand was spontaneous  
As the result of extensive advertising there is already a large demand for this revolver.

Have you placed your order ?

**"DON'T CARRY IT" — "WILL SEND AND GET IT" —**  
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are signs that —————> point to the door of your competitor; who, being alert and keen, realizes that "**New Things**" impart life and activity to his business and who instantly recognizes the practicability and selling virtues of the

### **IVER JOHNSON Revolver Grip**

*Send for new catalogue just issued — a work of art —  
mailed free upon application.*

## **IVER JOHNSON'S ARMS & CYCLE WORKS,**

**FITCHBURG, MASS., U.S.A.**



**New York Office:**  
**No. 99 Chambers St.**

illustrated booklet issued by the Hobbs Manufacturing Company, Limited, of London, agents for Canada for E. J. Dobbins, owner of the patents for this modern illuminating glass. "The modern building must have light," says the pamphlet, and it proceeds to show a series of buildings which have been modernized by the use of **MAXimum** light glass, which is said to be the only daylight-increasing window glass combining lenses and prisms. The cuts showing rooms in basements under ordinary conditions, artificial light being absolutely necessary, and after the installation of **MAXimum** glass are splendid examples of the "before and after taking" idea. The glass is smooth on one side and saw-toothed on the other, this system making it possible to utilize every particle of daylight and project it to every part of long rooms, a uniform white light being thrown into every corner. Light passing down shafts between buildings is gathered and used to light rooms satisfactorily, one example of this being noted where light from a shaft 105 feet deep is gathered and diffused through a room 40 feet long. The light can be used to advantage by retailers, manufacturers and by builders and all who intend erecting new buildings or reconstructing their present premises should

investigate this new light. When writing for information, mention **Hardware and Metal**.

#### A Magnificent Production.

Catalogue E, just issued by The James Robertson Co., Limited, Montreal, Toronto, Winnipeg and St. John, is a stupendous piece of work. It contains nearly 400 pages of heavy coated paper, making a very bulky and imposing volume. It is bound in heavy green cloth boards and is a sturdy piece of book-making. The contents cover the range of plumbing goods and high-grade modern sanitary appliances manufactured by the firm. These are all beautifully illustrated with fine engravings. A comprehensive index at the back of the book gives the clue to the contents. Beginning at the front of the book, there are shown baths, bath receptors, bath decorations, shower baths, lavatories, drinking fountains, sanitary earthenware, closets, sinks, range closets, urinals, boilers, bath fittings, bath room trimmings and all manner of fittings. Prices and descriptions accompany each plate, so that the prospective purchaser can have no difficulty in locating just what he requires. The book is a magnificent exhibit of everything that is required by the plumber.

14



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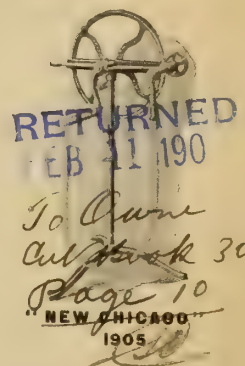
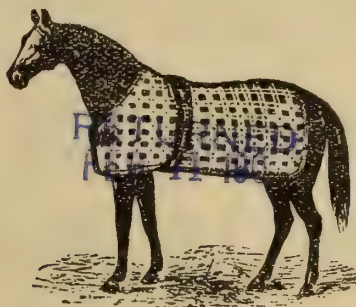
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THE "20th CENTURY"  
HORSE CLIPPERS.



### Chicago Horse Clipping Machine.

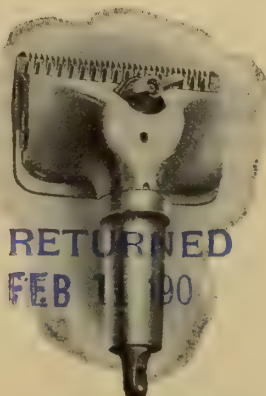


It is suspended from the ceiling by a rope permitting all parts of the horse to be reached with facility.

Turns easy.

Cuts as fast as any machine made.

Requires no experience to work it.



"STEWART'S" PATENT  
CHICAGO KNIFE  
AND HANDLE.



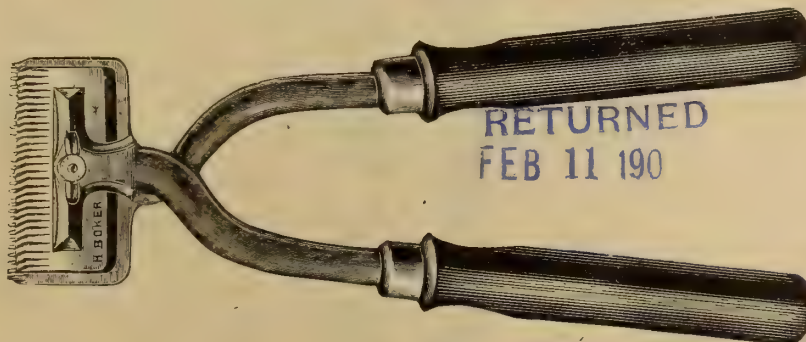
It is made with all cut gearing from solid metal.

The teeth are milled, not cast, and engage with hardened steel pinion.

It has positive power, no belts to slip, no lost motion, every turn of the wheel is sure to bring 28 vibrations of the knife blade.

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DANDY  
KEEN CUT  
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MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Soap Hoppers*

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Write us at once if you desire to secure A CATALOGUE  
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## Porcelain Enameled Bath Tubs, Lavatories, Sinks, Urinals, Latrines, etc.

Now in the hands of the printer ready for distribution in two weeks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

*Head Office and Factory:*  
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### Get acquainted at once with the Morrison Line of Bathroom Fixtures

They include a score of quick selling specialties which offer a good profit to Hardwaremen—Soap Dishes, Sponge Holders, Towel Racks, Portable Showers, etc. We are also headquarters for The Nethery Patent Closet Valve which does away with the closet tank.

Superior Lighting Fixtures combining greatest beauty and highest efficiency.

Write for information and get acquainted with our liberal propositions.

**The JAMES MORRISON  
BRASS MFG. CO.,  
LIMITED  
Toronto,  
Ont.**



### Steam Specialties

The Morrison line of Steam Fixtures and Specialties is the most complete in the Dominion. It includes "J.M.T." Injectors, Hancock Inspirators, Lubricators, Oil Cups, Steam and Vacuum Gauges, Iron and Brass Pipe Fittings—everything in steam goods.

Our Brass work is made from pure ingot Copper and best imported Tin. We guarantee it to be satisfactory.

**The James Morrison Brass Mfg. Co., Limited  
Toronto, Ont.**



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## THE PLUMBING SUPPLIES MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.

Montreal, Feb. 10, 1905.

MUCH surprise is manifest among the local supply houses on the continuation of a strong demand for plumbing and heating goods. The only reason that can be given is the fact that the open weather has allowed builders to continue to a certain extent with

their work. Iron pipe has a good demand and the outlook is for an advance in prices. The firm price of iron has warranted the American manufacturers of enamelware in advancing the price, and it is feared that a general advance will go into effect here shortly. A fair number of orders for solder and iron pipe are being received from the eastern portion of the province, which implies that a fair quantity of jobbing work is being accomplished. A large number of assorted orders for immediate shipment have been received from the eastern part of Ontario and the western and northern part of Quebec.

**Range Boilers**—A good trade continues and prices remain unchanged. Quotations are as follows: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Some large orders for lead pipe have been received from the eastern part of the province. We quote: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—These articles have the strongest demand of any at present. Prices continue unchanged although firm. Quotations are: Soil pipe, standard, 50 per cent. and 10 per cent. off list; standard fittings, 50 per cent. and 10 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 and 10 per cent. off.

**Iron Pipe Fittings**—Demand continues steady. Prices remain unchanged. Our quotations are: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—A strong demand is current on this market. Prices are firm and continue unchanged. Our quotations are as follows: Standard pipe, per 100 feet in length under 19 feet. Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 in., \$3.65; 1 in., \$5.20; 1 1-4 in., \$7.35; 1 1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1 1-4 in., \$10.05; 1 1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in., \$5.25; 1 in., \$7.55; 1 1-4 in., \$10.55; 1 1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1 1-4 in., \$13.25; 1 1-2 in., \$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per

cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent., discount, and 1-2 to 6 in., 70 per cent. discount.

### Ontario.

Office of HARDWARE AND METAL,

10 Front Street East,

Toronto, Feb. 10, 1905

CONSIDERABLE improvement has manifested itself during the past week and while no large business can be expected for some weeks, yet fair-sized orders are being received by the wholesalers for present delivery, they having adopted the rule that no orders will be booked for delivery a month or six weeks after booking. Many of the orders are from out of town merchants although a fair proportion come from city dealers who are kept busy at this season with repair work. Little was doing at this time last year owing to the snow blockade.

The market for fittings is still unsettled, there having been a drop in prices in most lines. Other lines have remained steady with the exception of iron pipe, which has also experienced a slight reduction in prices quoted. There has as yet been no change in baths although an increase is expected. The jobbers were caught short last year and to avoid a recurrence of this evil they have placed orders early this season. Trade, therefore has been very good, more goods having been sold in January this year than in the first three months of 1904.

**Lead Pipe**—Trade conditions continue unchanged. Demand is fair, and prices remain as before. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—Quotations remain unchanged as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—The unsteady condition of the market has caused a falling off in orders and reductions in price have resulted. We quote as follows: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—Trade is quiet. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—Trade is quiet. Prices continue unchanged. Our quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75;



extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—A slight drop in prices has been experienced, the demand, however, remaining steady. We quote: Black, 1-4 inch, \$2.03; 3-8 inch \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1/4 inch, \$5.62; 1 1/2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86, 3-8 inch, \$2.89; 1-2 inch, \$3.14;

3-4 inch, \$4.02; 1 inch, \$5.77; 1 1/4 inch, \$7.87; 1 1/2 inch, \$9.45; 2 inch \$12.60.

**Solder**—Trade is brightening up. Prices have advanced 1 cent. We quote: Bar solder, half and half, guaranteed, is quoted at 18 3/4c; wiping solder at 16 1/2c, and refined 17 1/4c.

**Enamelled Ware**—The quotations on Standard Ideal enamelled ware remain as follows: Baths rolled rim 51-2 feet, 21-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 21-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50.

## ADVANCE METHOD OF WARM AIR HEATING

By W. H.

### ARTICLE I.

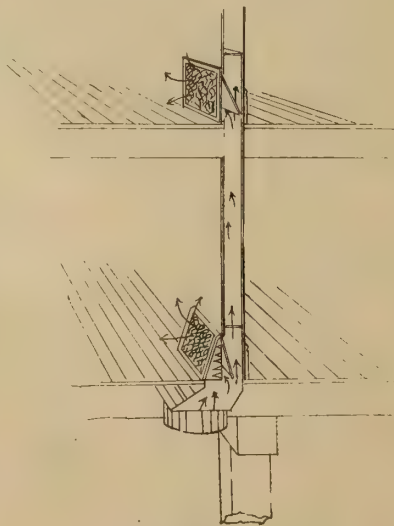
**K** NOWING people look for some new and improved methods of heating and ventilating buildings of every description, especially in these colder climates and where fuel of every kind is so expensive, I will endeavor to lay before the readers of Hardware and Metal the most successful and economical methods of heating yet known to the writer. Many furnace men may disagree with these articles, as it will take some time for me to make myself thoroughly understood. But I gladly invite my readers to forward any opinions they may have, or ask for any information they may require, such letters to be addressed to the Editor of this paper.

We all know the great diversity of opinions that exist about the different methods of heating and ventilation; so I must appeal at the outset to the reader to understand that my contention is that it is the cold air pressing down that forces the hot air up. This is very important and each reader should satisfy himself that this is correct. This being so, how can we put too much cold air into our furnace when we are taking it from the inside of the very rooms we are wanting heated?

I am trying to make this first letter as plain as possible, because there are many things to be written on these intricate points. The great trouble with many furnaces put in is that the air is too hot when pressed into some of the rooms, while in others it is not. What we want is more warm air in every room, and how to accomplish this is what I will endeavor to explain.

Hot air heating is more healthy than hot water, if put in properly. The accompanying cut shows rooms on first and second floors heated from one pipe and both registers in partitions. No hot

air register should be put in floors if it can be at all avoided, and no "stack" or register should be put in any outside wall. When heating first, second and third floors from one supply pipe, this pipe is 12 or 14 inches in diameter to suit the rooms to be heated. This reduces the number of pipes from the furnace, while it does not necessarily increase the capacity. It reduces by more than half the great amount of friction that would accrue from the almost double number of smaller pipes. Then



the great amount of cooling surface must be considered. When the cold air is taken from inside the house, as many or more inches should be put into the furnace as are taken out. The object is that, depending on the pressure of cold air down and knowing that we are only heating the air inside, this gives more air pressure. If the capacity of your furnace is sufficiently large, it will force the air up and through all the registers and will heat your house more perfectly,

## BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not got them, write direct to

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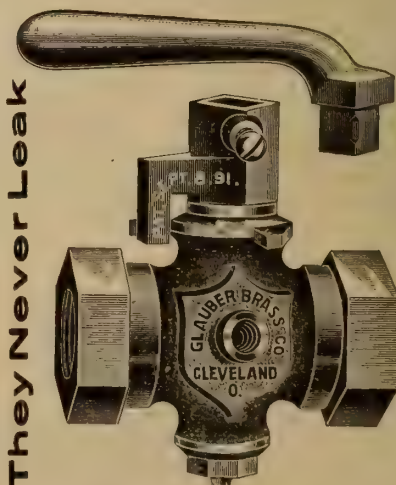
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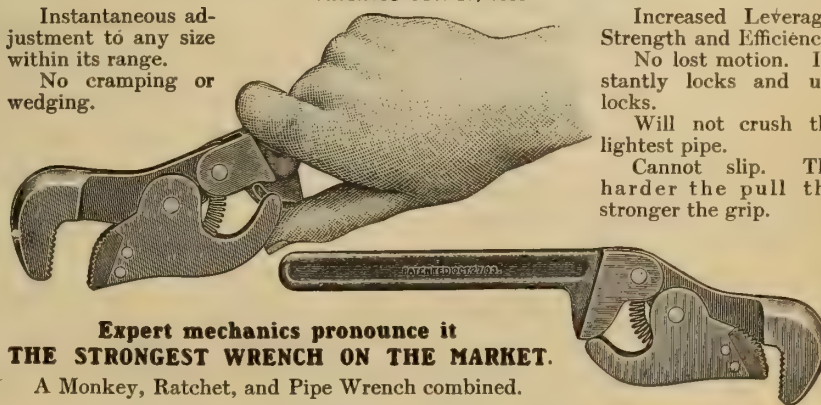
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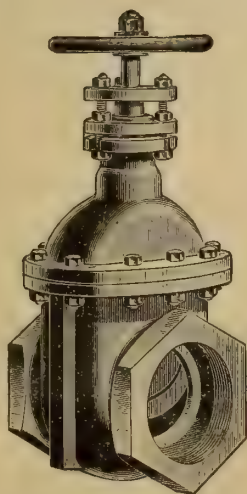
Will not crush the  
lightest pipe.  
Cannot slip. The  
harder the pull the  
stronger the grip.

Expert mechanics pronounce it  
**THE STRONGEST WRENCH ON THE MARKET.**  
A Monkey, Ratchet, and Pipe Wrench combined.

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are recognized as the leading gate valves  
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## CONSUMES LESS COAL

That is, it raises the temperature quicker.  
This is why

## THE ECONOMICAL HOT WATER BOILER

Excels all other boilers. The principle of its  
construction is new and sound. We seek  
agents. Get Our Booklet first.

**P. GIES, Founder, BERLIN, ONT.**





keeping your furnace cooler and making it last so much longer. The air coming in faster and not so warm keeps more moisture in the air, thus making it healthier for the occupants.

For example, when you heat with hot water you put a radiator in the room. Consequently you only heat the air that is in the room. With hot air you have to press it into the room, thus creating a circulation of air through the building. Of course the reader will understand that in this method of heating he will only require four or five pipes from one furnace to heat from nine to eleven rooms. It must also be remembered that the cold air must be carried in separate pipes to the furnace and distributed around on the bottom the same as carried out on top. The trouble has been with some furnace men that they carry small pipes to stacks and large ones to first floor. In my next article I will show a furnace installed and will endeavor to make my points a little plainer.

Registers placed in floors only make a receptacle for dust, tobacco, mice, and every conceivable thing, the odors from which provide sufficient cause to have registers in walls. It also saves the cutting of carpets as well as taking less pressure to force hot air into the room when the register is above the face of

the floor. Of course double headers for two rooms on the second floor can be operated as well as three floors high. We will also show these with sizes of stack pipe, different styles of shoes, headers, bends and elbows, of the latest designs from time to time and will discuss hot water heating, steam heating and ventilation.

#### Increased Lead and Zinc Output.

As the output of zinc and lead in the United States is increasing, the producers are turning their attention toward increasing the consumption, it is proposed to introduce galvanized iron where painted iron is now used, to increase the use of lead. The promoters propose to work through large contracting firms until the new method becomes common. Reports from the Joplin (Mo.) district for the first six months of 1904 show that the output of zinc is 10,040 tons more than in the same period in 1903, and the lead production 2,168 tons more than in 1903.

#### Polishing Pastes for Copper and Brass.

(1) Fuse together 2 lbs. of olive oil and 2 lbs. of tallow, and stir into the hot liquid 8 lbs. of pumice, 4 lbs. of rouge, and 4 lbs. of chalk, all finely powdered. (2) Mix 3 lbs. of chalk with

3 lbs. of vaseline perfumed with a little mirbane. Then mix in 1 lb. of rouge, 3 lbs. of emery, and 1 lb. of pumice. All the solids must be finely powdered. (3) Fuse together 4 lbs. of vaseline and 2 lbs. of tallow, and then stir in 8 lbs. of brickdust, 4 lbs. of pumice, 4 lbs. of chalk, and 1 lb. of emery to the consistency of an ointment. All the solids must be in the finest possible powder in each case.

#### Drinking Water for Public Schools.

A UNIQUE system of water supply for drinking purposes has been installed in the public schools of Cleveland, Ohio, under the direction of J. W. Nixon & Son, 62 Frankfort street, that city. The different pieces of the apparatus are, of course, well known to all plumbers, but their application is rather unusual. The rainwater from the roof is conducted to a cistern in the school yard, which is arranged with an overflow, allowing the surplus water to flow directly into the sewer. In the bottom of this tank are three large patent filters, and the water, after passing through these, is led to a tank placed below the cellar floor, which serves to cool the water. In the basement is a tank containing compressed air, which, by means of suitable connections, raises the water to all the floors of the building. This plan is an interesting one, and the results will be closely watched by those interested in the supply of pure drinking water in schools and other places.

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CAKE AND PUDDING  
PANS  
ARE THE BEST.



No Greasy Paper  
Necessary.

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Without.

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They Produce  
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to the pie  
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¶ There's a field for money - making in RAMSAY'S BARN PAINTS. Every barn should be painted. So should every roof, every fence and every out-house. Offer your customers a good paint at a reasonable price, and you can sell quantities of it.



¶ RAMSAY'S "OUTSIDE" PAINTS in splendid reds and a fine black just fill this want and yield you more money at \$1.00 per gallon than you can get out of house paints.

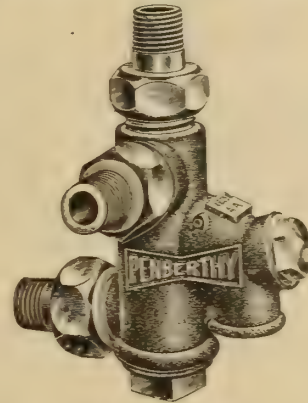
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SPECIFY GENUINE



SAFE!



SIMPLE!

"THE BEST"

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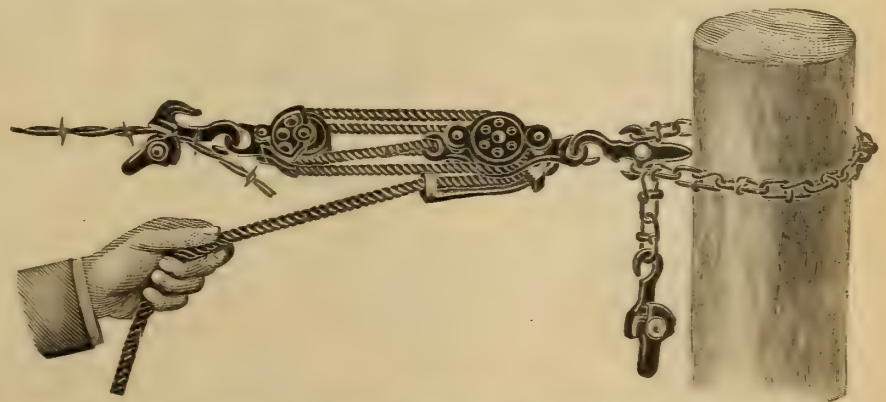
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ASK YOUR DEALER.

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None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



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places within your reach the choicest aggregation of Sheet Metal art creations and designs yet offered to a discriminating public and it

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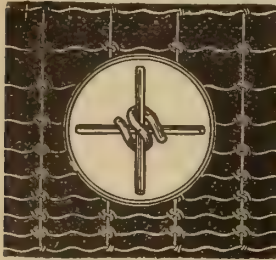
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## Your Customers

the farmers are looking for a strong, serviceable and durable Fence at a reasonable cost. You can supply it to them in the

### IDEAL



### A GOOD SELLER

The IDEAL is made of No. 9 Hard Steel Galvanized Wire throughout, and has many distinctive features which make it absolutely the best fence ever produced.

It pays dealers to handle fencing that gives best value obtainable. Write for our catalogue of Fencing and Gates, showing styles for every purpose.

### COILED-SPRING WIRE

and other Fence Wire unexcelled in quality, shipped promptly.

The McGregor-Banwell Fence Co., Limited,  
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Merrick, Anderson & Co., Winnipeg, Man.

Sole agents for Man. and N.W.T.

RETURNED  
FEB 14 1905



**Gas Pillars**  
\$1.25 per gross.

## Gas Supplies



### Gas Brackets

No. 100, Stiff Bracket	-	-	18c.
No. 104, Single Swing Bracket	-	-	29c.
No. 105, Double " "	-	-	48c.

These Prices Net to the Trade Only.

FOR EVERYTHING ELECTRICAL WRITE TO

The **Sayer Electric Co'y**, 10-14 Beaver Hall Hill  
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Before you place your orders for GALVANIZED, CORRUGATED AND DEAD FLAT SHEETS, CANADA AND STOVE PLATES, COKE AND CHARCOAL TIN PLATES, BAR, HOOP AND SHEET IRON OR WIRE RODS, ask us for quotations.

Special and prompt attention to Canadian orders.

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Aluminum Gas Tips  
\$3.00 per gross.  
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\$1.10 per gross.

# PAGE "ACME" NETTING

150-foot roll, 4 feet high.....	\$4.00	For poultry and garden. Better than old style. Of local dealer or us. Freight paid.
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Unequalled throughout the world, for style, finish and quality.

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"VERITAS" LAMP WORKS

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Lowest Prices and Highest Quality.

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Long Distance 'Phone 162.

LIMITED

PETERBOROUGH, ONTARIO, CANADA.

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.



## Building Notes.

Max Heyden, Rosthern, Man., is erecting a large frame machinery warehouse. Charles McHugh is building two brick veneer houses on Richmond street in Ottawa.

A new church is to be erected at Delmer, Oxford County, Ontario. Tenders are being asked for by W. H. Kipp.

Campbell & Campbell, furniture dealers, Brandon, Man., intend erecting a new four-storey warehouse this Spring.

A building permit has been issued for the new additions to be made to the Egerton street Baptist church in London.

Tenders are being called for the erection of a three-storey brick block, 75 x 80 feet, to be built by T. D. Stickie, Carberry, Man.

The new skating rink to be built for the Royal Military College, Kingston, will have an ice surface of 205 x 95 feet, and will cost about \$7,000.

Work on the superstructure of the new bridge over the River Thames at Byron, below London, has been commenced. The abutments were built last year.

B. E. Smith, Moncton, N.B., intends erecting a new brick building on Main street. The store will have a frontage of 46 feet and will be three storeys high.

The Dominion Government has purchased the northwest corner of Yonge and Charles streets, Toronto, for \$14,238. A branch postoffice will be erected there.

A new church will be erected this year for the Holiness sect in Ottawa, the site to be on the corner of Bank and Flora streets and the cost to be about \$8,000.

Capt. J. W. Troup, Victoria, B.C., has given a contract to F. J. Mesher to build a fine residence on the Esquimalt road at a cost of \$10,000. The first storey will be of stone.

Galbraith Bros. have given an order for a first-class grist mill to be erected in Atwood next Summer on the site purchased from A. D. Dickson. The mill is to have a capacity of 100 bbls. per day.

P. W. Gardiner & Son, Galt, have purchased some land adjoining their premises on Mill Creek and intend to build a saw mill and install a modern plant for the manufacture of sashes, doors, etc.

Three large new churches will be erected in Peterboro' this year. The Park street Baptist, All Saints, Anglican and the Methodist will each build one. They will all be built in the south end of the town to reach the needs of that rapidly growing section.

The plans for the new normal school to be erected in Winnipeg by the provincial government have been completed, and as soon as they have been approved by the Minister of Public Works, tenders for the erection of the structure will be called for.

The contract for the erection of the new public buildings at Prince Albert has been awarded by the Dominion Government. The successful tenderers were Messrs. Lemoine & Fortin, of Pembroke, and the contract price is understood to be \$80,000.

The Montreal Land and Improvement Company has just authorized its manager, Mr. U. H. Dandurand, to proceed with preparations to erect in Alexandra Park, adjoining the Angus Shops, twenty workmen's houses, to contain

two dwellings each, and ten self-contained houses. The buildings will be brick and stone fronts and will be well and substantially constructed. They will lie between Sherbrooke and Nolan streets, ten being designed for Cuvillier street, ten for Aylwin and ten for Joliette street. The cost will be between \$65,000 and \$70,000.

The Sons of England of Winnipeg intend erecting a new building this Spring for which plans have been completed by W. B. Lait, architect. These show a four-storey building with a commodious basement, the cost of which will be about \$40,000. Provision is made for a large lodge room that should accommodate the society for years to come for lodge purposes, as well as the social functions that enter largely into the life of the brotherhood. The lower floors will be rented for wholesale warehousing, while the top flat will be laid out into bachelors' apartments.

## Building Permits.

TORONTO.

Dunkley Bros., dwellings, McDonell avenue, near Union street, \$3,400.

D. A. Williams, dwellings, east side of Hamburg street, near Hallam, \$2,300.

M. S. Kellow and Thomas Holmes, dwellings, 929 and 931 Bathurst street, \$5,000.

Robert S. Anderson, machine shop, corner Farley avenue and Esther street, \$7,000.

R. C. Vaughan, dwellings, east side of Bathurst street, near Barton avenue, \$6,000.

Consumers' Box Company, factory, north side of Earnest avenue, near Perth, \$8,000.

Wm. Davies Company, Limited, store, southwest corner of King and Cowan avenue, \$3,800.

## Table of Alloys.

The following is a list of the principal alloys in use and should be kept for reference:

A combination of zinc and copper makes bell metal.

A combination of copper and tin makes bronze metal.

A combination of antimony, tin, copper and bismuth makes britannia metal.

A combination of copper and tin makes cannon metal.

A combination of copper and zinc makes Dutch gold.

A combination of copper, nickle and zinc, with sometimes a little iron and tin, makes German silver.

A combination of gold and copper makes standard gold.

A combination of gold, copper and silver, makes old standard gold.

A combination of tin and copper makes gun metal.

A combination of copper and zinc makes mosaic gold.

A combination of tin and lead makes pewter.

A combination of lead and a little arsenic, makes sheet metal.

A combination of silver and copper makes standard silver.

A combination of tin and lead makes solder.

A combination of lead and antimony makes type metal.

A combination of copper and arsenic makes white copper.

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Items under this heading inserted free for readers of HARDWARE AND METAL.

**STRONG** Column Drill—To swing about 36-in.; must be in good order and cheap; also a portable engine and boiler, about 10 h-p, Bridge Works, Mitchell, Ont.

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**WANTED**—Sawing Machine—new or second-hand; for sawing stove wood. Box 278, Port Elgin.

**WANTED**—Screw-cutting lathe—in—for motor cycle. Horton, London, Ont.

**A** MARINE ENGINE—about 12 x 12—in good order; second-hand. Full particulars Box 232, Barrie.

**WANTED**—At once—Gasoline engine—4 to 6 horsepower; new or second-hand, in good condition; state maker, h-w long in use, and lowest cash price. Address Box 78, Elmvale, Ont.

**WANTED**—A small Sawmill Outfit that will cut from eight to twelve thousand per day. John Thompson, McKellar, Ont.

**WANTED**—Slide Valve Engine for mill use; about 24 x 30. Parry Sound Lumber Co., 74 Home Life Building, Toronto, Ont.

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**STANDARD SCALES**, valves, trucks, steam specialties; W. I. pipe and fittings, machine tools, mill supplies, scale repairing a specialty; prompt delivery from stock; write for prices. The Fairbanks Co., Toronto.

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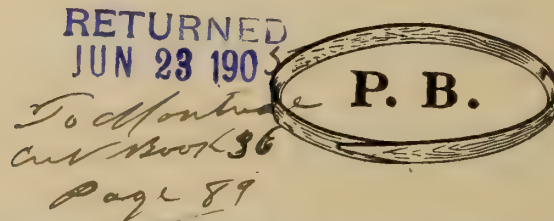
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Bar Iron and Steel, Wire Nails, Cut Nails  
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HEAD OFFICE: CORISTINE BLDG.

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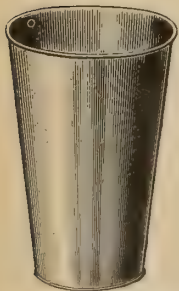
## SAP PAILS and SPILES

These goods will be needed before long, and your customers may ask for them any time now.

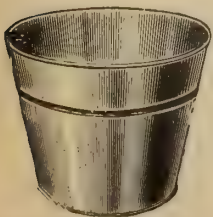
If you require either spiles or pails, we can ship you any quantity the same day the order reaches us.

### Sap Pails

Made in six sizes, in both straight and flaring patterns.



STRAIGHT PATTERN.



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### "Eureka" Cast Iron and Steel Spiles

The superiority of these spiles over all others is well known to the trade. Tinned and Galvanized Iron in the following sizes and gauges, for sap pans always in stock.

#### Tinned Iron

48x96x20  
48x96x22  
48x96x24  
36x84x22  
36x84x24

#### Galvanized Iron

48x96x22  
36x96x22  
36x96x24

Prompt  
Shipment  
Guaranteed.

The McClary Manufacturing Co.

LONDON.

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ST. JOHN, N.B.

"Everything for the Tinshop."



# HARDWARE AND METAL

**President:**  
**JOHN BAYNE MACLEAN,**  
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Great Britain and elsewhere 12s

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Ham & Nott Co., Brantford, Ont.  
Galt Art Metal Co., Galt, Ont.  
Thos. Staniforth & Co., Sheffield, Eng.

### UNION LABEL AGAIN.

NO session of Parliament can very well pass without the introduction of a union label bill. With indefatigable persistency, Mr. Ralph Smith, M.P., has again brought forward his pet measure, and its provisions are once more before the legislators of this country.

We admit that the adoption of this measure, aiming as it does to give a legal recognition to the trademark of union labor, would be a fine thing for the unions. It would immensely strengthen their hand in their apparently ceaseless conflict with capital.

But viewing the matter from the standpoint of the public, the question naturally arises, what advantage will we gain from having the union label legal-

ized? Will it be any more than it is now, a guarantee of quality? If so, by all means let us have a legalized label.

But the measure does not make any reference to this point: In fact it accepts the label in its present significance as merely the indication that a piece of work has been done by a union workman. It does not make any provision that a standard will be set and legally enforced by a legally-constituted body.

We come to the conclusion, then, that Mr. Smith's measure is but another of the countless moves and countermoves in the struggle between capital and labor and that, as it does not seem to be of any particular advantage to the long-suffering public and will not tend to smooth out industrial difficulties, it need not call for our support.

### RETAIL HARDWARE MEN'S ASSOCIATION.

THE dull season is the opportune time to discuss problems for the good of the trade, and the meeting of the retail hardwaremen of Manitoba and the Northwest in Winnipeg next week suggests a matter which should be taken up by readers of Hardware and Metal in Ontario and the other provinces in Canada where there are no strong organizations capable of dealing with trade matters satisfactorily. Should there not be organized in every Canadian province a similar association to that already organized in Manitoba and the Northwest?

There are innumerable advantages to be secured from the organization of men in one trade into one body. It has been often said that "competition is the life of trade," but it can more truly be said that co-operation is its salvation. In these days of departmental stores, parcels post and rural mail delivery systems, of combinations in all branches of industry, it behooves the retail merchant to be up and doing and co-operate with his fellow hardware, stove, tinware or plumbing dealers for the mutual advantage of all in the trade.

Whether or not a purely Hardwaremen's Association should be organized is a matter worthy of discussion, and Hardware and Metal would be glad to open its columns to a discussion on this point. We have no hesitation in saying, however, that for the present we believe

it would be far better for the retailers in the hardware and kindred trades to be well organized in a strong body of their own than to be formed into the tail of an organization comprising retailers of a dozen or score of different trades.

\* \* \*

To show the extent of the movement towards organization in the retail hardware trade we have only to note the fact that the following bodies in the Northern States hold their annual gatherings during February: Wisconsin Retail Hardware Association, North Dakota Retail Hardware Association, Nebraska Retail Hardware Dealers' Association, Colorado Retail Hardware Dealers' Association, Kentucky Retail Hardware and Stove Stove Dealers' Association, Illinois Retail Hardware Dealers' Association, Pennsylvania Retail Hardware Dealers' Association, Indiana Retail Hardware Dealers' Association, Minnesota Retail Hardware Dealers' Association, Missouri Retail Hardware and Stove Dealers' Association, Ohio Hardware Association, Connecticut Hardware Association, New York State Association of Retail Hardware Dealers, New England Retail Hardware Dealers' Association, and the National Retail Hardware Dealers' Association.

In addition to these bodies, many associations in other states held their conventions in January, while others meet in March. Most of the organizations have been organized from six to twelve years, and are stronger than ever before. Amongst the topics discussed at one of the meetings are the following: "Why should a Hardwareman be a Member of the Association?" "Advertising a Retail Hardware Store in a Country Town," "A Few Insurance Pointers," "The Science of Salesmanship," "Plumbing in Connection with the Hardware Business," "From a Jobber's Standpoint," "Co-operation," "As Seen by a Traveler," etc. The Minnesota Association gathering will probably have 600 delegates in attendance, while the recent gathering of the Western Retail Implement, vehicle and Hardware Association in Kansas City was attended by about 3,500 manufacturers, jobbers and retailers. Certainly these figures show that the organization is very extensive in the



Northern and Western States, and if there is found to be a need for the associations there, a similar need exists in Ontario and other provinces.

\* \* \*

The associations have become a part of the hardware business and their gatherings are invested with peculiar interest to the great mass of merchants they represent and to the manufacturers and wholesalers from whom the merchants secure their goods. In former years the associations have exerted a powerful influence on measures before Congress looking to the establishment of a parcel post system and while the matter is again before Congress there would be little hope of the elimination of the bad features of the bill if it were not for the influence brought to bear on the legislators by the representatives of the organizations. If the bill goes through as proposed it will allow all third and fourth class matter to pass through the mails at 8 cents per pound, thus involving the carrying of merchandise from the departmental stores and catalogue houses at a serious loss and entailing a still larger deficit in connection with the postal administration.

\* \* \*

Another phase of the organized movement on the other side of the boundary is the co-operative system of mutual insurance in operation in many of the States. Some of the fire insurance organizations in connection with the dealers' associations allow outsiders to insure but as a general rule only members of the association are allowed to take out policies. They have been successes from the start and are operated on safe, conservative lines at a minimum cost. The charges are the same as those of the so-called old-line companies, but at the end of the year the surplus, instead of going into the pockets of a few stockholders, is turned back to the members, and history has shown that they pay dividends of from 25 to 40 per cent. This is certainly a saving worth making. The insurance society also helps the hardware associations and increases the interest, membership and profit.

### GOOD BUSINESS PROPOSITION.

**T**HAT Canada is at last to have a mint of her own, where her gold can be converted into bright coins, is matter for favorable comment. When we have the necessary production of the precious metal, it seems a shame that we should have to market it in the United States and bring in our currency from England.

Though Sir Wilfrid Laurier remarked in the debate on an appropriation for the mint, that he did not think as a commercial venture there was any money in it, we are inclined to think that in time there will be a revenue from its operations. The seigniorage which is levied by the mint on its output is a constant source of revenue.

There is also another consideration. At present the gold of the Yukon, whence the bulk of the Canadian production of the precious metal comes, is almost entirely marketed in the United States. In fact, two-thirds of the output is controlled by United States interests. The progress of the city of Seattle is directly attributable to Yukon gold. In view of these facts it is evident that the marketing of the gold in future in Canada will prove highly beneficial to Canadian trade and commerce. The stream of trade will then set in towards our own Canadian cities instead of going to build up Seattle and other American cities.

### U. S. LAMPS IN CANADA.

**A**N inquiry was recently made of Hardware and Metal as to the possibilities of developing a business in European lampware in Canada. At present the trade is largely supplied by manufacturers in Rochester, N.Y., and in Connecticut, the glass coming from Pennsylvania and the brasswork being largely manufactured in the New England States.

Mr. John Kent, of Gowans, Kent & Co., one of the largest importers in Canada, informs Hardware and Metal that efforts have been made to develop a trade with England, but the results so far have been unsatisfactory owing to the style of goods manufactured there. Glass lamps are not used to any extent in Great Britain, they being considered

too easily broken. The most common type is a heavy brass lamp which will last for several generations and it has been found impossible to sell these goods here, the patterns being unsuitable and the weight of the goods too great. One style, the Hincks, was introduced here by the firm named, but the goods did not become popular.

Some light, plain glass lamps are bought in Germany by Canadians, the ornaments being added here, and it is in this line only that there appears to be any opportunity to develop a trade with England.

Speaking of local trade, Mr. Kent states that business for 1904 and for January, 1905, was exceptionally good. The only feature of the trade which is not encouraging is the fact that payments are somewhat slow in the Northwest. From every other standpoint, however, the trade is in excellent condition.

### FINE GALVANIZED SHEETS.

The advantages of galvanized sheets are not hard to enumerate. For instance, the brand known as "Sword and Torch," and made by T. & J. Walker of Wolverhampton, Eng., embodies such qualities as dead-flatness, finest of galvanizing, exactness of weight, they are very soft to a perfect workability, and are fast gaining a reputation in Canada which is acknowledged to be in the forefront all over the world. The agent in the Dominion is Mr. J. A. Henderson, of Montreal, who is building up a solid trade and has made many friends both for himself and his wares.

### ESTABLISHED 200 YEARS.

Among the many new advertisements in this issue special attention is called to that of Staniforth & Co., the well-known British manufacturers of scythes, sickles, garden shears, and other heavy cutlery. They have been in the front rank as makers of these goods for over two centuries, and it is little wonder that Mr. J. S. Parkes, their Canadian representative, speaks with such confidence of the goods he handles. Mr. Parkes is a strong believer in the fact that in making the firm's goods better known all over Canada an immense increase in the trade can be made this year. He, himself, is a hustler, and with fine stock to back him, the Staniforth Co. should make a new record in this colony.



## AMONGST THE BOARDS OF TRADE

THE Toronto Board of Trade has elected its officers for 1905 by acclamation, only one ballot being necessary, six nominations being made for representatives to the Indus-



JAMES D. ALLEN,  
President Toronto Board of Trade, 1905.

trial Exhibition Board. The other officers elected were as follows: President, James D. Allen; first vice-president, Peleg Howland; second vice-president, R. C. Steele; treasurer, George Edwards; John F. Ellis, Joseph Oliver, Charles S. Meek, John Pugsley, Hedley Shaw, W. J. Gage, John D. Ivey, Noel Marshall, W. D. Ross, C. W. I. Woodland, Hugh Blain, Archibald Campbell, M.P.; R. J. Christie, E. J. Dignum, W. F. Cockshutt, M.P.; board of arbitration, D. O. Ellis, J. N. Hay, W. E. Milner, D. Plewes, Jr.; H. N. Baird, J. C. McKeggie, Thomas Flynn, W. D. Matthews, D. O. Wood, S. McNairn, C. B. Watts, John L. Fisher; representatives on Harbor Commission, J. H. Hagarty, J. T. Mathews. A resolution, moved by J. D. Ivey, was passed, asking that the railways reconsider their decision not to grant reduced rates for the proposed "traders' week" to be held in Toronto in the Spring and Fall.

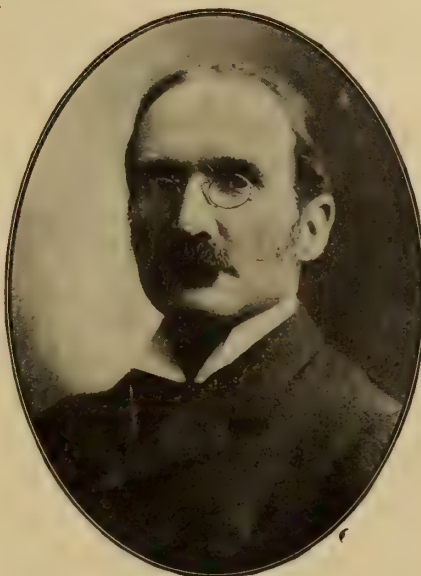
## LINDSAY BOARD OF TRADE.

The Lindsay Board of Trade, which has been in a state of suspended animation for nearly three years, was reorganized on February 2 with a membership of 46. The following officers were elected: President, Robert Kennedy; vice-president, Alexander Fisher; secretary-treasurer, J. P. Donald; council, Messrs. N. Hockin, John Carew, H.

J. Lytle, E. Gregory, Joseph Staples, Richard Sylvester, R. Bryans, W. Me-Walters, Thomas Brady, W. F. Sutcliffe, R. M. Beal and Lorne Campbell.

## HALIFAX AND DARTMOUTH BOARDS.

A company has been formed in Halifax to promote a steel ship-building enterprise at this port. The capital is \$30,000 and the only work it is designed to perform is to procure a charter and site and arrange other preliminaries for the larger undertaking to follow. The promoting company is formed under the joint auspices of the Boards of Trade of Halifax and Dartmouth and the Halifax City Council. Half the \$30,000 capital has been subscribed by citizens, and Messrs. Swan & Hunter, of Newcastle-on-Tyne, will take the other half, and



PELEG HOWLAND,  
First Vice-President Toronto Board of Trade, 1905

also half of the increased capital later, \$100,000 bonus has been granted by Halifax, \$100,000 by Dartmouth and it is understood that Hon. Mr. Fielding, Canadian Minister of Finance, favors a Dominion bounty on steel ships. The site for the proposed yard is on the Dartmouth side of the harbor. The Nova Scotia Provincial Government will probably offer some form of encouragement.

## NOVA SCOTIA'S IRON ORE.

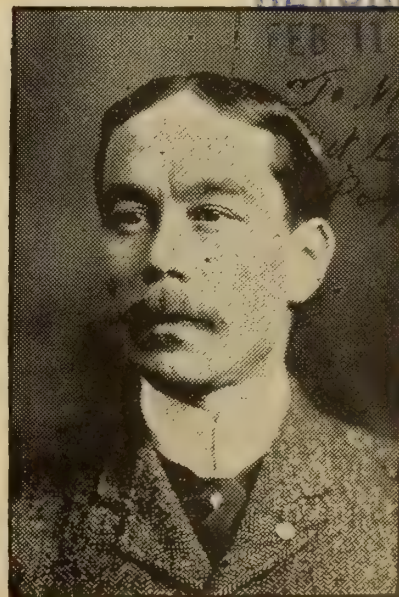
The Board of Trade of Sydney, N.S., is asking the Dominion Government to commission a member of the Geological Survey staff to report on the iron ores of Nova Scotia. They also favor the securing of surveys and reports on copper and kindred metals.

## A NEW METAL.

A new metal has been discovered by an Italian at Rome but as yet it has not attracted much attention in scientific circles in London. It has been christened "Radioro" and as far as known is non-magnetic, of small gravity, hard and malleable, and its discoverer claims for it a large commercial value. He has undertaken the task of coining medals and duplicates of ancient coins out of it for the King of Italy, and will shortly exhibit at Milan specimens of machine fittings and firearms of the same substance. Signor Travaglini is reported to be preparing a scheme for marketing his discovery on a large scale, and is to visit London within the next few weeks.

## ONE OF THE TRADE WOUNDED.

MR. EDWARD C. EATON, managing director of the wholesale hardware firm of Frothingham & Workman, Limited, Montreal, had a narrow escape from death on Saturday afternoon, February 4. Mr. Eaton, who is well known as being one of the best revolver shots in Montreal, was attending a regular practice match of the Montreal Revolver Club, of which he is a member, at the Victoria Rifles' Armory, when the accident occurred. He had fired four shots when he found that the rear sight needed re-adjusting. It is supposed that the screwdriver slipped from the sight, hitting the trigger, which in turn raised the hammer far enough to come back with enough force to discharge the bullet, which entered his left breast, penetrating the lung. He was at once conveyed to the Royal Victoria Hospital. His condition was at first considered serious, but within a few hours after his arrival at the hospital he rallied and began to improve, and today the medical men in attendance are holding forth strong hopes of a complete



MR EDWARD C. EATON.

recovery. Mr. Eaton is well known throughout the wholesale trade of Montreal and the news of the accident was received with genuine regret by everyone.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 50.)

## QUEBEC MARKETS.

Office of HARDWARE AND METAL.

10 Front street east.

Toronto, Feb. 10, 1905.

### Hardware.

**ORDERS** arriving at the present time are larger and more frequent than those arriving at this time last year. Trade is brisker this year and the outlook is for a heavy demand for all lines of goods. The jobbing trade expects a heavy demand for carpenters' and builders' tools, and supplies, and already, some large orders have been received. Outside merchants have concluded stock taking and all orders arriving now call for immediate shipment. Manufacturers of building paper are receiving some large orders from the wholesale jobbing trade, and they in turn claim that all merchants anticipate a brisk building season and are stocking accordingly. Owing to the high price of cordage no orders have been received and it is expected that trade will remain quiet until outside merchants are compelled to purchase in order to satisfy their customers. Despite the cold weather cement is being used in large quantities for inside work, and dealers in general are satisfied with the amount of business that is being accomplished. An increase in the amount of repair work has brightened the trade in firebrick. Scotch are scarce and prices are expected to remain firm. A keen competition has warranted another decline of 25c on cold blast lanterns.

**Axes**—Trade continues good with an unchanged price list. We quote: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—Prices remain unchanged. Our quotations are as follows: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$1.85 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—The demand continues fair. Prices remain the same. We quote: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—A keen competition is the reason for a decline of 25c on cold blast. We quote: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—Demand for this article has strengthened. Prices f.o.b. Cleveland have declined from 12 to 15c. Our quotations are: \$2.75 for 100 lbs, f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland.

Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—A fair volume of orders is arriving in anticipation of a brisk trade next season. Our quotations are: \$2.65 per 100 lbs, keg for bright, and \$3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—A good movement continues in rivets and burrs. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half pound boxes.

**Screws**—A brightening up of the trade is noted. A good demand is current for all sizes. Our quotations are: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Trade is brisk and prices continue unchanged. Wholesale houses report the arrival of large orders.

**Wire Nails**—Prices are firm and continue unchanged. Our quotations are as follows: \$2.25 a keg f.o.b. Montreal.

**Cut Nails**—The demand for cut nails continues quiet. Our quotations are: \$2.20 a keg f.o.b. Montreal.

**Horseshoes**—Large orders are being received. Prices remain the same although firm. We quote as follows: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—Trade continues brisk in horse nails and it is expected that blacksmiths throughout the country are stocking.

**Sporting Goods**—A quietness in trade is noted this week and no large sales are expected to be made until the hunting season opens next Summer. Our quotations are as follows: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount;

B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs; chilled, \$7 per hundred lbs; buck and steel, \$7.50 per hundred lbs; ball, \$8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—Manufacturers are receiving larger orders from the wholesale jobbing trade. Trade is expected to continue brisk until the close of the coming building season.

**Cordage**—On account of the firm price of cordage no orders are being received. None are expected until merchants are compelled to purchase.

**Cement and Firebrick**—Large amounts of cement and a fair amount of firebrick is being used for inside and repair work respectively. We quote the following: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.35 ex cars. Firebrick, English and Scotch, 18 to 22c; American, 30 to 35c.

**Coil Chain**—Trade continues quiet. We quote the following: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth**—A fair amount of orders have been booked for Spring delivery. Quotations are \$1.50 per hundred square feet.

**Poultry Netting**—Reports state that there is a large demand for poultry netting this season. Discount for 2 inch 19 gauge standard, extras at 60 and 5; for 2 inch 16 gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—A better demand is noted. We quote as follows: No. 5, \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.

### METALS.

Several changes are noted in the metal market this week, which are almost without exception in the direction of an advance. In pig iron Carron No. 1 and special, Ayresome No. 1 and 3, and Summerlee have all advanced 50c per ton. The price is being held at a firmer figure until the opening of navigation, the freight at the present time from the Lower Provinces making a difference in cost of from \$2 to \$3 a ton. Bar iron and merchant steel are both quoted higher, the jobbers price being given.

In Canada plates, black sheets and galvanized iron, the market is steady with numerous orders. Large quantities of tin plates are being booked for the sugaring season. Ingot tin is slightly



easier, having been reduced one-half cent.

Small size boiler tubes are quoted higher by one cent. In scrap metal and old material, the market is more active than it has been for some time and a general advance in scrap metal is noted. There is little rubber moving, as a misunderstanding exists between the dealers and rubber manufacturers as to prices.

**Pig Iron**—Pig iron is considerably firmer at present than is likely to be the case a couple of months hence. The blast furnaces in Canada are busy supplying the present demand. An advance of 50c per ton is noted in Carron No. 1 and Special; Ayresome No. 1 and 3 and Summerlee. We quote:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom.," No. 1.....	17.50 " "
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17.50 " "
" No. 3.....	16.50 " "
" No. 4.....	16.00 " "
Londonderry.....	\$18.50 to \$19.00 delivered Montreal.
Glengarnock.....	20.00 " "
Gartsherrie.....	19.25 " "
Carnbroe.....	18.50 " "
Carron No. 1.....	20.00 delivered Montreal.
(special).....	19.00 " "
Ayresome No. 1.....	18.50 " "
" No. 3.....	18.00 " "
Summerlee.....	20.00 " "
Clarence No. 1.....	18.00 " "
" No. 3.....	17.50 " "
No. 1 Cleveland.....	18.00 " "

**Bar Iron**—There is a good demand at present for first boat delivery. We quote an advance on previous prices, the change being due not to an advance in price, but to a change from manufacturers' to jobbers' list. Quotations are as follows: Merchant bar, \$1.80; horse-shoe iron, \$2.02 1-2; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—There is no unusual activity in tool steel this week. Our quotations are: Colonial Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Advanced prices are given on merchant steel. The new prices are: Sleighshoe, \$1.90; tire, \$2; spring, \$2.75; toealk, \$2.55; machinery, iron finish, \$2.05; square harrow, \$2; reeled machinery steel, \$2.75; mild, \$1.85; rivet, \$1.85, net cash thirty days.

**Cold Rolled Shafting**—An unusually large amount of this will be required for industrial purposes in the near future and preparations are being made for a big trade in this line. We quote: Cold rolled shafting, 3-4 inch, to 17-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—Orders are being freely received for Canada plates, no further advance is noted. Our quotations are as follows: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized, 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—There is a good de-

mand with a steady market. The prices quoted being a minimum: We quote: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—There is no change in the market for galvanized iron, which continues steady. We quote: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—There is no change. Quotations are 91-2 to 93-4c.

**Sheet Zinc**—Sheet zinc continues firm but without any advance. Quotations are: Case lots, \$7; small quantities, \$7.25 upwards.

**Tin Plates**—Large orders for tin plates have been received within the past week to supply the demand for the sugaring season throughout the country. We quote: Cokes, \$3.75; charcoal, \$4.

**Ingot Tin**—The market is somewhat easier this week, a reduction of one-half cent a pound being noted. The price is now 32 1-2 to 33c.

**Ingot Copper**—The copper market is very uncertain and predictions made regarding the very high price in this have not been realized. There is every indication that present prices will be maintained for some time. We quote: 16 1-4c to 16 1-2c; no concessions whatever being obtainable on these prices.

**Ingot zinc**—No great quantity of ingot zinc is being booked at present. We quote: 63-4 to 7c.

**Pig Lead**—This market continues firm, but without any advance. The demand is good. We quote: \$3.50 to \$3.60, no concessions being obtainable.

**Boiler Tubes**—An advance quotation is noted in boiler tubes of smaller size, namely 1 1-2 inch, the advance being 1c. Quotations are: Highest grade soft steel, British and American tube, 11-2 inch, 81-2c; 2 inch, 81-2c; 2 1-2 inch; 10c; 3 inch, 12 1-4c; 3 1-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

**Scrap Metal and Old Material**—The market is much more active this week and considerable copper and brass and wrought scrap are moving. There is a deadlock between the dealers in old rubbers and rubber manufacturers as to the price and consequently little stock is changing hands. We quote: Heavy copper and wire, 12 1-4c; light copper, 11 1-4c; heavy red brass, 10 1-4c; heavy yellow brass, 7 3-4c to 8c; light brass, 6c; lead, 3 1-4c; zinc, 3c; No. 1 country rags, 65c to 75c per 100 lbs; old rubbers, 5 1-2 to 6c.

## ONTARIO MARKETS.

### Hardware.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, Feb. 10, 1905.

**B**USINESS continues brisk in general hardware, exceptionally so for this season of the year. Some lines are not moving to any extent, but such lines as chains are having a great demand owing to the rush of the lumbering season, the sleighing being good and logs having commenced to move. Other lines, such as screws, rivets and burrs, and bolts and nuts, are in good demand, although no changes in prices have occurred. Washing machines are also meeting with a steady call. Retailers are stocking up as rapidly as could be expected.

Price lists show no change this week.

**Lawn Mowers**—The demand is normal for this time of the year.

**Guns and Ammunition**—There is nothing much doing. Trade is normal.

**Washing Machines**—There is the usual demand.

**Chain**—The demand for chains has developed considerably owing to large orders from lumbermen. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—The recent advances hold firm and trade is quite active. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices have been confirmed but are subject to change without notice. Trade is normal.

**Barb Wire**—Nothing much is doing in barb wire as yet.

**Wire Nails**—Situation shows little change. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—There is a fair trade being done. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—A very good demand for horseshoes is reported for this time of the year. We quote as follows: "P.B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—Business is very good in this line and prospects are also very bright. Prices remain unaltered.

**Rivets and Burrs**—Trade is quite active and there is every indication of a good demand throughout the year.

**Bolts and Nuts**—A large volume of trade is being done, the demand being large for this season of the year.

**Woodenware**—Market conditions re-



main unchanged, and the normal business continues.

**Cordage**—Orders are being booked. Prices remain unchanged. We quote as follows: Binder twine, Blue Ribbon, 12 1-2c; Red Cap, 11 1-2c; Tiger, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; double lathyrn, 10 1-2c; single lathyrn, 10c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; +ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

### METALS.

The local metal market remains firm and active, there being a disposition on the part of buyers to place orders, this giving a strengthening undercurrent to the business. No large orders have, however, been placed during the past few days and no changes in prices are noted.

There being little demand for old material the dealers are holding their stocks for increased prices.

**Pig Iron**—There is no great activity in pig iron on the local market, although a fair number of orders are being booked. The fact that the blast furnace at Midland is making a several months' run on Bessemer steel may decrease the stocks in the dealers' hands. We quote:

Middlesboro, f.o.b., Toronto.....	\$21 00
Hamilton, No. 1, at furnace.....	18 00
No. 2, ".....	17 50
Midland, No. 1, ".....	18 00
No. 2, ".....	17 50
Radnor, at furnace.....	27 50
Londonderry, at furnace.....	16 50 to 17 00

**Bar Iron**—There is a very good demand, and prices remain unchanged. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—There is a strong and active market, the demand being good and prices unchanged. Quotations are from 32 to 34c per lb.

**Galvanized Sheets**—The market shows a more active aspect this week. Prices are firm.

**Tin Plates**—This market continues active and recent advances hold firm.

**Canada Plates**—The market remains quiet, there being little demand. Prices remain unaltered.

**Brass**—There has been more doing in brass this week, the demand being strong. Advances of recent date hold firm. Discounts are 10 per cent.

**Lead**—The market is active and continues firm. Prices remain unchanged. We quote: Pig lead, \$3.80 per 100 lbs; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—There is a decreased demand, and the market is less active. Quotations are as follows: 7c per lb for foreign and 5 1-2 to 5 3-4c per lb for domestic.

**Copper**—The demand for copper ingots continues firm, prices remaining as before. Quotations are as follows: In-

got copper, 16 1-4c per lb and sheet copper, 21c per pound.

**Antimony**—The market is quiet, and prices remain unaltered.

**Cement**—Little activity is shown at present in the cement trade, the frosty weather discouraging all classes of building except the laying of cellars in breweries, etc., for which a few carloads have been sold recently. The expected advance in prices has materialized although it is not general as yet. Most dealers, however, have advanced their prices about 10 cents per barrel, and if the talk of rise in prices takes place on the American market there will be a further advance here. There is not likely to be any further change, however, for some weeks. W quote: For carload orders f.o.b. Toronto, Canadian Portland, \$1.80; American Portland, \$1.80. For small orders ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—There is a fair demand for the various classes of firebrick, although the supply is limited. There has been no change in prices. We quote as follows: English and Scotch firebrick, 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—As in other lines, there is little doing in building paper at this time of the year. Many orders are being received, however, for delivery on April 1 to Ontario points. The only district where there is any activity is the West, large orders coming from Winnipeg and other points in preparation for a large building season next Summer. There was a considerable shortage in the supply on the Western market last season, and present indications are that this condition will not prevail again, although there is some difficulty in procuring cars to make the large shipments ordered.

**Old Material**—The general demand for scrap iron and other old materials continues firm, there being a scarcity of zinc. No changes have taken place in the prices offered although an increase may result, owing to the cutting off of the supply from the country districts. Our quotations are as follows: Heavy copper and wire, 13c per lb; light copper, 12c per lb; heavy red brass, 10c per lb; heavy yellow brass, 8c per lb; light brass, 6c per lb; tea lead, \$2.25 per 100 lbs; heavy lead, \$2.50 to \$2.60 per 100 lbs; scrap zinc, 4c per lb; iron, No. 1 wrought, \$11; No. 2 wrought, \$3; machinery cast scrap, \$13; stoveplate, \$8 to \$9; malleable and steel, \$5; old rubbers, 5 1-2c per lb; country mixed rags, 6 1-2c per 100 lbs.

**Coal**—The market for coal continues steady, the usual number of orders being booked. No abnormal conditions have developed and it is unlikely that any marked changes will be made for some time in the prices quoted below. Our quotations are as follows: Anthracite in cars at Briges: Grate, \$5.50 per gross ton; egg stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hoeking, soft coal, in cars,

f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 1 1-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

### LONDON METAL MARKETS.

From Metal Market Report, Feb. 8, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 48s and Scotch warrants at 52s 6d, making prices as compared with last week 5s 9d lower for Middlesboro and 1s 3d lower for Scotch warrants.

**Tin**—Spot tin opened firm at £131 15s, futures at £130, and after sales of 160 tons of spot and 50 tons of futures, closed easy at £131 5s for spot and £130 for futures, making price as compared with last week £1 2s 6d lower on spot and £1 lower on futures.

**Copper**—Spot copper opened quiet at £67 3s 9d, futures at £67 10s, and after sales of 400 tons of spot and 600 tons of futures closed steady at £67 5s for spot and £67 11s 3d for futures, making price as compared with last week 8s 3d lower on spot and 5s 9d lower on futures.

**Lead**—The market closed at £12 11s 3d, making price as compared with last week 6s 3d higher.

**Spelter**—The market closed at £24 15s, making price as compared with last week 2s 6d higher.

### UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL** by The Iron Age, Feb. 9, 1905.

OUR monthly blast furnace statistics show that in January production of the works in the United States beat all records, having been 1,776,500 tons, exclusive of charcoal iron, which has been running at the rate of 20,000 tons a month during the past six months. This carries the production very close to 1,800,000 tons, or at the rate of 20,750,000 tons per annum. Yet the furnaces have not been in full swing in January, since the weekly capacity has advanced from 377,879 tons per week on January 1 to 404,292 tons on February 1. In spite of the heavy production the stocks of the merchant furnaces declined from 403,000 tons on January 1 to 372,000 tons on February 1, thus indicating a rate of consumption of fully 21,000,000 tons a year. That such a figure should be reached in midwinter is astounding.

There have just been closed purchases by the United States Steel Corporation of Basic and Bessemer pig iron in the Pittsburgh district aggregating 25,000 tons, equivalent to \$15.50 at Valley furnace, for prompt delivery. In eastern Pennsylvania further round lots of basic pig, aggregating about 15,000 tons, have been taken by steel works, while reports from the South indicate that one Birmingham interest has marketed about 25,000 tons during the past few days. In the New York market a number of the larger founders have been feeling the situation. This is in contrast with the



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attitude of buyers in the principal distributing centres of the West, who have been holding off lately.

In the rail trade additional tonnage has been placed, this including some larger orders for Chicago, the 25,000 ton contract of the Baltimore & Ohio Company and a modest share for the lines in this country of the 25,000 ton Grand Trunk order.

The manufacturers of structural material and of plates are expected to hold a meeting next week. While leading interests will probably be arrayed against any advance in prices it is possible, if not probable, that the smaller makers will carry through their desire for a somewhat higher range of prices. They point to the advance in raw materials and to the upward tendency in all other lines of finished iron and steel. It is urged that the demand would not be checked by such a move.

The principal makers of sheets have announced an advance of \$2 per ton on certain sizes, to go into effect at once.

The international markets are growing stronger. During the week the English plate makers have put up prices 10 shillings per ton without any co-operation. Steel rails and billets and bars are from \$3 to \$4 per ton higher than they were three months ago.

### PITTSBURG METAL MARKETS.

Iron Trade Review, Feb. 9, 1905.

**Pig Iron**—Some resale foundry iron is offered in this market by foundries that overbought during October and November and has disturbed the foundry iron market to some extent. Bessemer is held at \$15.50 to \$16, furnace, and No. 2 foundry at \$16 to \$16.25. Forge iron is held at \$16 to \$16.10, Pittsburgh, while Southern producers are willing to accept \$13.50, Birmingham for No. 2. We revise quotation as follows:

Bessemer, Valley .....	\$15 50 to \$16 00
Bessemer, Pittsburgh .....	16 35 to 16 85
No. 1 Foundry .....	17 25 to 17 50
No. 2 Foundry .....	16 85 to 17 35
Gray forge, Pittsburgh .....	16 00 to 16 25
Basic, Valley .....	15 75 to 16 00
Basic, Pittsburgh .....	16 60 to 16 85

**Steel**—Bessemer and open hearth billets for prompt delivery in small lots are held at \$25 f.o.b. mill, Pittsburgh, while sheet bars are held at an advance of \$2. Bessemer and open-hearth rods are held at \$31 to \$31.50, Pittsburgh.

**Plates**—Plate mills are gradually falling behind on deliveries on account of the heavy specifications of the steel car works. Other lines are also increasing their plate orders and the plate situation generally is very much improved.

**Bars**—Specifications on steel bars are heavier than they have been at any time in the past year. On iron bars 1.70c Pittsburgh continues to be firmly maintained. Steel car plants in this district have covered iron bar requirements on only a small number of cars on their books and heavy buying from this source is anticipated in the near future.

**Sheets**—Demand for sheets continues heavy and jobbers are laying in heavy stocks. In a few instances slight prem-

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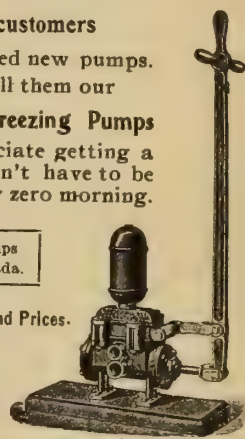
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NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

### OPEN HEARTH STEEL



iums have been paid for prompt shipment, but most of the business is being done at prevailing prices.

**Wire and Wire Nails**—On February 1 wire nails and wire products were advanced \$1 a ton. This advance restores the prices on nails prevailing before the radical cut made on August 17, while plain wire is \$1 lower and barbed \$3 lower. We revise quotations as follows: Wire nails, jobbers' carload lots, \$1.80; retailers' carload lots, \$1.85, and less than carloads, \$1.95; painted barb wire, \$1.95 to jobbers in carloads; retailers' carloads, \$2, and less than carloads, \$2.10, with 30 cents for galvanizing. Annealed smooth fence wire is held at \$1.65, with the usual differentials to retailers for carloads and less than carloads. Quotations are all f.o.b. Pittsburgh, 60 days, with 2 per cent. discount for cash in ten days. Iron cut nails are held at \$1.85 Pittsburgh, and steel at \$1.75.

**Merchant Steel**—Demand continues heavy in all lines and prices continue to be firmly maintained.

**Structural Material**—New business has been light, but the large number of new projects promise a heavy tonnage for the structural mills this year. Quotations are unchanged from last week.

**Old Material**—We note the sale of 5,000 tons of heavy melting stock to one of the large independent steel interests at \$16.75, delivered at mill. The determination of one of the leading steel interests to take scrap on all steel contracts calling for billets on a sliding scale will take a large amount of scrap from the open market.

**Coke**—On foundry coke the market is somewhat easier and is held at \$2.75 to \$3. Furnace coke is held at \$2.50 to \$2.60. During the week ending January 28, the production of the upper region amounted to 266,436 tons, and the lower region produced 74,879 tons.


#### A VALUABLE HANDBOOK.

The annual report of the Department of Trade and Commerce has been issued this week in a voluminous blue book. The report is very exhaustive and contains much information of value to business men. Copies can be procured by any reader of this paper, if they will make due application through their member of Parliament.

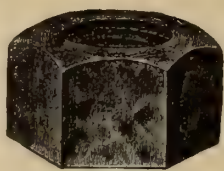
#### NEW BUILDING PAPERS.

Mr. H. J. Wade, of the Union Fibre Works, Winona, Minn., is in Toronto for the purpose of introducing to the Canadian trade the insulation building papers manufactured by his firm. These papers are manufactured under the brands of "Lith" and "Linofelt." The former is specially made for cold storage structures and the latter for ordinary buildings. The papers have a centre of wool silica and are claimed to be impervious to heat and cold. Mr. Wade proposes to establish agencies.

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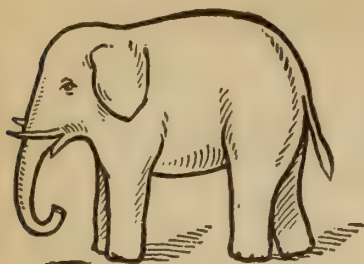
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## Axes—Quotations are:

Axes, chopping.....\$ 6 75 to 12 00  
" double bits ..... 12 00 to 18 00

## Solder—Quoted at 21c.

Limestone—Steady at recent advance  
to \$5.75.

Iron and Steel—Prices continue as  
follows:

Bar iron (basis).....	2 50
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 65
Spring steel.....	8 00
Machinery steel.....	3 50
Tool steel, Black Diamond, 100lb.....	9 50
Jessop.....	13 00

Black Sheets—We quote again as fol-  
lows:

Black sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

## Galvanized Iron—We quote:

Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 50
28 gauge.....	4 50
30 gauge or 10 1/2 oz.....	4 75
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28.....	4 75

Tin Plates—Prices continue unchang-  
ed as follows:

Tinplate, 1C charcoal, 20 x 28, box....	10 00
" IX.....	12 00
" IXX.....	14 00

## Ingot Tin—Quoted at 35 cents.

Canada Plates—Prices are steady at  
former figures. We quote:

Canada plate, 16 x 21, 10 x 24.....	3 25
Canada plate, 20 x 28.....	3 50
Canada plate, full polished.....	4 00

Sheet Zinc—Cask lots are quoted at  
\$8.25 per 100 lbs., and broken lots at  
\$8.75.

Pig Lead—Quoted at \$4.50 per 100  
lbs.

Iron Pipe—Trade is active and prices  
steady. We quote:

Black iron pipe, 1/4 inch.....	....
" 3/4 ".....	2 45
" 1 ".....	2 65
" 1 1/4 ".....	3 00
" 1 1/2 ".....	3 80
" 2 ".....	5 50
" 2 1/2 ".....	7 45
" 3 ".....	8 95
" 4 ".....	12 30

Petroleum—Another reduction of 1-2c  
has been made in the Imperial Oil Com-  
pany's brands. The Canadian Oil Co.  
has made a reduction of 1 1/2-2c from  
figures quoted in these columns last  
week. We now quote:

Silver Star, per gal.....	20 1/2 c.
Sunlight.....	21 1/2 c.
Eocene.....	23 1/2 c.
Pennoline.....	24 1/2 c.
Crystal Spray.....	23 1/2 c.
Silver Light.....	21 1/2 c.

(In barrels f.o.b. Winnipeg.)

Paints and Oils—Turpentine is steady  
at the reduction to 84c for barrel lots  
recently noted. General business in  
paints and oils is still quiet but some  
improvement is noted. We quote:

White lead (pure).....	\$5 00 to \$5 50
Bladder putty, in bbls.....	0 02 1/2
" in kegs.....	0 02 1/2
Turpentine, pure, in barrels.....	\$ 87
Less than barrel lots.....	0 92
Linseed oil, raw.....	0 55
Boiled.....	0 58

Window Glass—The glass market is  
very firm but prices are unchanged. We  
quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2 25
26 to 40 ".....	2 50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4 00
26 to 40 ".....	4 25
41 to 50 ".....	4 75
51 to 60 ".....	5 25
61 to 70 ".....	5 75
21-oz. C.S., double, in 100-ft. cases—	6 30
26 to 40 united inches.....	7 35
41 to 50 ".....	8 40
51 to 60 ".....	9 45
61 to 70 ".....	10 50
71 to 80 ".....	11 55
81 to 85 ".....	12 60
86 to 90 ".....	14 70
91 to 95 ".....	17 35
96 to 100 ".....	

## TRADE AND PERSONAL NOTES.

J. H. Webster, Ponoka, Alta., is en-  
larging his hardware store.

J. Boxall, of Boxall & Mattie, Lind-  
say, visited Toronto this week.

Mr. F. G. Wooster, a well-known con-  
tractor, of Montreal, died on February 7.

N. Healey, contractor, of Sudbury,  
called on Toronto hardware men this  
week.

The annual meeting of the Dominion  
Coal Company will be held in Montreal  
on March 2.

Mr. A. H. Campbell, of A. C. Leslie  
& Company, of Montreal, is in Howick,  
Que., this week on business.

H. Keys, of Keys & Morrison, Lind-  
say, called on the wholesale plumbing  
trade in Toronto this week.

The Canada Radiator Company of  
Port Hope expect to move to Montreal  
in the course of a few weeks.

The Brooks-Smith Hardware Company,  
113 Bay street, Toronto, are putting in  
a modern front to their store.

Baker & Bryans, Limited, have taken  
over the Lindsay branch of the business  
of the Rathbun Lumber Company.

W. Dewar, representing Mackie &  
Ryan, of Pembroke, was a caller on the  
Toronto wholesalers a few days ago.

Marshall & Bie, Oil Springs, offer  
their hardware business for sale. All  
bids must be in by Thursday, Feb. 23.

Brown & Semple, Brockville, have  
completed their contract of plumbing  
and heating the new armory at Cobourg.

D. K. McLaren, leather belting manu-  
facturer, Montreal, has opened a branch  
at 169 Prince William street, St. John,  
N.B.

Mr. C. C. Ballantyne, manager of the  
Sherwin-Williams Company, of Montreal,  
has returned from a business trip to  
Ottawa.

Hamilton City has decided to take  
over the plant of the Kramer-Irwin  
Company and will do its own asphalt  
repair work in future.

H. F. Falkner, Ontario agent for Sol-  
arine Co., has found it necessary to add  
to his space, and has leased the adjoining  
premises, 58 George street, Toronto.

Mr. W. K. George, president of the  
Standard Silver Company, of Toronto,  
attended the banquet of the Canadian  
Industrial League, held at Halifax this  
week.

Mr. H. G. Hollis, manager of the New  
York office of the Lufkin Rule Company,  
of Saginaw, Mich., was a visitor at the  
Montreal office of Hardware and Metal  
this week.

G. G. S. Lindsey, K.C., general man-  
ager, and D. Davies, comptroller, of the  
Crow's Nest Pass Coal Company, ar-



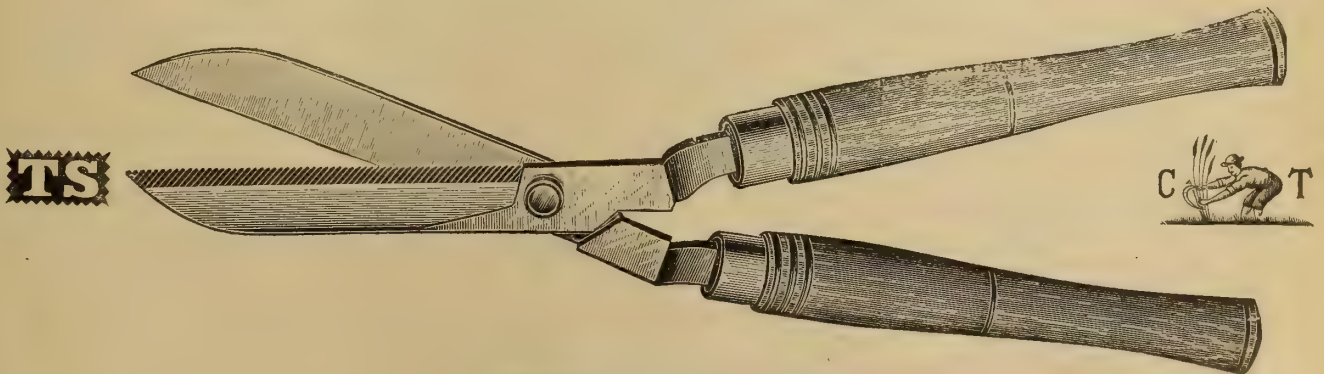
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## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1.000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10 00

### MANUFACTURERS' AGENT WANTED.

AN English firm who make a specialty of brass tubing, all kinds; brass and copper sheets, German silver, rolled brass and wire, want an agent for Toronto and district. Address Box 209, HARDWARE AND METAL, Toronto. (1f)

### CLERK WANTED.

HARDWARE Clerk wanted at once. Must be a good salesman and stock-keeper. Write, stating salary, to Boxall & Matthie, Lindsay, (10)

### BUSINESS CHANCES

THE LOCATORS — W. B. Herbert, general manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants Bank Building, Winnipeg.

HARDWARE and Lumber — Well established business, located about two hundred miles from Winnipeg. Hardware stock, seven thousand five hundred; Lumber, seven thousand. Real estate, six thousand; half cash; doing splendid business. Enquire at once. The Locators.

HARDWARE and Tin Shop — Situated about one hundred and six miles from Winnipeg on the C.N.R. Stock twenty-five hundred; seventeen hundred and fifty cash, balance arranged. Three elevators. Rent twenty-two. The Locators.

HARDWARE — Territories. Five thousand stock; four elevators; splendid country. Enquire now. The Locators.

HARDWARE — In good Manitoba town about sixty miles from Winnipeg. Forty-three hundred stock, doing fifteen thousand yearly. Thirty-five hundred cash. Population over two thousand. Rent fifteen. The Locators.

HARDWARE — In Saskatchewan. Thirty-five hundred stock, doing twelve thousand, clearing thirty-five hundred yearly. Splendid investment. The Locators.

HARDWARE — In well settled Manitoba town of six hundred. Stock fifty-five hundred, doing twelve thousand. Five elevators, thirteen other stores. One of the best in the West. Write about this to-day. The Locators.

OUR new book is in the printer's hands. If you desire to secure a copy write us now and your name will be registered. Address The Locators, 63 Merchants Bank Building, Winnipeg.

### AGENCY WANTED.

LONDON, ENGLAND — Firm of wholesale merchants, energetic and experienced, established in London, successfully representing important Belgian manufacturers of oil stoves and lamps for Great Britain and Colonies, desires one or two manufacturers' agencies of special lines, preferably such that appeal to same class of customers. Home trade and export. Please address Landau & Co., 76-78 York Street, Westminster, London. (7)

rived in Toronto on Saturday from British Columbia.

J. H. Plummer, president and managing director of the Dominion Steel and Iron Company, who has been ill at his residence, "Greenwood," Sydney, N.S., for the past few weeks, is improving.

J. A. Carrick, who has been the London manager of the Queen City Oil Company for the past seven years, is coming to Toronto, having been appointed assistant general manager of the company.

By a typographical error in the announcement of the Lumen Bearing Co.'s opening in Toronto in the last issue of this paper, the name of the assistant manager was given as Palet. This should have been Patch.

Shirley Keeling, Kaslo, B.C., has been appointed by the Department of Trade and Commerce as assistant inspector, in connection with the supervision of claims for bounty on lead contained in lead-bearing ores mined in Canada.

The R. H. Smith Company, St. Catharines, manufacturers of saws, plastering trowels, etc., state that they have no intention of merging their business in the new Canada Saw Company, which is taking over the saw business of several Canadian manufacturers. The St. Catharines company have no connection with any other concern and do not intend to enter any combination of manufacturers.

### THE HOCKEY SEASON.

The James Morrison Brass Mfg. Co.'s hockey team is still leading the Western Manufacturers' Hockey League, showing the other teams that they are made of good metal and letting them understand that the plumbers have a "lead pipe cinch" on the championship.

Last week The James Morrison team again defeated the J. T. Brown skaters and on Wednesday night the Inglis' boys did battle with the Jones Bros.' team, the game resulting in a win for the former. A game to have been played between Morrisons and the C.P.R. the same evening was postponed owing to the heavy snow.

	Won	Lost	To Pl.
Jas. Morrison .....	5	0	3
Jones Bros. ....	2	2	4
John Inglis .....	2	1	5
J. T. Brown .....	1	3	5
C. P. R. ....	0	4	4

A match played on the Minto Rink, Montreal, on Saturday evening, Feb. 4, between the Peck Rolling Mills and Binks & Co., resulted in a win for the former by the score of 2 to 1. The lineup was as follows:

Binks & Co. (1)—Pratt, Paterson, Hough, Benson, A. Hill, W. Hill, and Watterman.

Peck Rolling Mills (2)—Laing, Jones, Bartram, Brine, Baker, McCrudden and Cameron.

The travelers and warehousemen employed by the H. S. Howland Hardware Company mixed things up in a hockey match recently, the knights of the grip proving themselves to be good travelers on skates, as well as travelers with skates, they winning by a score of four to three. Messrs. Wright and Martin, of the winning team, especially distinguished themselves with their western vigor in chasing the puck between the goals. The warehousemen vow vengeance and promise to get even when Summer comes and thaws them out sufficiently to meet the travelers in a baseball match.

# In the Year 1865

We commenced the manufacture of Horse Nails in Canada, and for the past forty years have been continuously employed in their production.

We have enjoyed the reputation—deservedly, we think—of making the best Horse Nails made in Canada, and equal to any made elsewhere. Our registered trade mark and brand (the letter "C") is, and has always been, the symbol and standard for the best quality.

We are making to-day a better Horse Nail—if possible—than ever. The advance in the knowledge of the Metallurgy of Steel, and the better and more uniform production of same, has placed at our command a material made especially for our requirements and imported by us from Sweden, which has no superior in the world for the purpose of making Horse Nails.

When, therefore, you buy a box of "C" brand Horse Nails, you will receive the results of forty years of manufacturing experience, combined with the use of the best material known or used by any manufacturer in the world—and don't forget—"MADE IN CANADA."

## Canada Horse Nail Co.

MONTREAL.



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE new blast furnace, coke and roasting ovens and pig iron smelter which McKenzie & Mann propose to establish at Port Arthur to treat the ores from the mines at Atikokan, will probably be located on a site just south of the McIntyre River. It is now announced that the railway company has closed a contract for the location by the Pittsburg Coal Company of immense ore docks on the north side of the river. This company has been looking for a site for over a year upon which to erect docks. It is said the docks will be of a size sufficient for the purposes of the railway and the coal company's own trade. The docks will be the most modern on the lakes and will employ several hundred men during the season of navigation.

Clark & Demill, Galt, are moving their machinery to their new factory at Hespeler.

A new electric line is proposed to be erected between St. Jerome and Lake Achigan, Quebec.

The Standard Windmill and Manufacturing Company of Michigan are arranging to establish a factory at Whitby.

The net earnings of the Halifax Electric Railway for 1904 were \$137,523, or equal to 10.18 per cent. on the capital stock.

A company has been incorporated to build a railway from Spokane to the international boundary to connect with the C.P.R.

J. M. Ross & Co., St. Catharines, have settled their differences with that city over the payment of a bonus of \$20,000.

The Niagara Falls Foundry and Machine Company has paid a dividend of 6 per cent. for the seven months since its reorganization.

The Hamilton and Barton Electric Railway Company did not declare any dividend for 1904, about \$12,000 being spent in improving the property.

The Canadian Meter Company is moving from Windsor to Hamilton. They will manufacture gas and other meters in the old Evans mill on Caroline street.

Japan bought goods worth \$249,500 from Canada last year, \$9,137 less than the preceding year. Canada's importations from Japan showed a decline of \$281,130.

The Ottawa Electric Railway Company's net earnings in 1904 were \$139,097.70. Dividends of 8 per cent. were declared and \$9,999 was paid to the city as mileage.

A branch factory of the Henderson Roller Bearing Company will be established in Winnipeg. R. I. Henderson, manager of the company, says 60 men will be employed.

The Canadian Barcalo Mfg. Co., Welland, has commenced manufacturing brass and iron bedsteads and bed springs in the factory recently vacated by the Frost Wire Fence Company.

The Betz Manufacturing Company, Hamilton, Ohio, are negotiating regarding the establishment of a branch factory at Hamilton Ontario. They make

laundry machinery and paper mill specialties.

No. 2 blast furnace, at the Dominion Iron and Steel Works, Sydney, N.S., produced an average of 300 tons of pig iron daily last month. This is more than both No. 1 and No. 2 furnished in January, 1904.

The Penden Nail Works Company, St. John, N.B., are erecting a new mill. Each \$100 share in the company has paid \$240 in dividends in twelve years and, while only \$77,000 of the capital stock was paid up, there is a surplus of \$97,000 in the bank.

The Simplex Railway Appliance Company, which already has had numerous very large orders, with the different Canadian railways, has started work on a plant below Montreal West, which will cover thirty acres of land, and besides turning out all kinds of appliances may also go into car building.

Two large enterprises are proposed to be established at Esquimalt, B.C., if the British naval station is abolished. One plan is to establish a monster sawmill and a wharf capable of accommodating the largest vessels, while the other is to erect large iron works. Local and English capitalists are said to be interested.

The Montreal plant of the Canadian General Electric Company, it is announced, will be shut down in April, and the equipment removed to Peterboro, because the cost of power is one-third greater in Montreal than it is in Peterboro. It is further pointed out that lower factory costs follow very low cost of power, and the company look to effect an economy of fully 20 per cent. in these costs as compared with Montreal.

A Vancouver company has been incorporated for the manufacture of wire and wire nails. The president and managing director are at present on a trip through the United States looking up machinery. Contracts have been placed for a continuous supply of steel rods and other raw material to insure an output of from 50 to 200 tons per month at the start. No shares in this company are offered to the public, all the capital having been secured privately.

A company is proposed to be incorporated at Sydney, C. B., to build a dry dock, acquire a 200-ton wrecking steamer, and establish steel shipbuilding works capable of turning out 15,000 tons annually. The name chosen for the undertaking is The Shipbuilding & Wrecking and Dry Dock Company, Limited. The city of Sydney has been asked to give a bonus of \$250,000. Axel Johnson of Stockholm, and the Dominion Iron and Steel Co. are said to be behind the enterprise.

The new electric lighting system which is owned and controlled by the city of Moose Jaw, Assiniboia, is now in effective operation. The electrical apparatus including the generator, switchboard, pole line and wiring system, was supplied by Allis-Chalmers-Bullock, Limited, Montreal. The generator is a 2-phase 2200-volt 100-K.W. Bullock revol-

ving field type. The power house is equipped with a tandem compounding condensing engine of 160 h.p., built by the Robb Engineering Company of Amherst, N.S. When the pumps are installed the cost of the building and machinery will be in the neighborhood of thirty-eight thousand dollars. The whole equipment is thoroughly efficient and modern.

## COMPANIES INCORPORATED.

Great Northern Lumber Company, Limited, Toronto, share capital \$50,000; purpose to deal in timber limits, mines, quarries, etc. The directors are: J. Milne, E. D. Watts, W. R. Duff, J. L. Ross and A. W. Holmestead, all of Toronto.

Canada Folding Box Company, Limited, Brantford, share capital \$40,000; purpose to manufacture paper boxes and packages. The directors are: M. H. Robertson, J. H. Crompton, C. F. Ramsay, W. A. Russell and B. C. Bell, all of Brantford.

Bessemer Iron Mines of Ontario, Limited, St. Ste. Marie, share capital \$200,000; purpose to carry on mining in all its branches. The incorporators are: R. Henry, E. C. B. Sutton, C. W. Baldwin, T. Bailey and B. Standish, all of St. Ste. Marie, Mich.

Nicola Valley Coal & Coke Company, St. Catharines, share capital \$1,000,000; purpose to mine coal, manufacture coke, etc. The directors are: E. A. Jukes, Toronto, W. S. McNamara, H. E. Larkin, F. N. Hara and W. D. Woodruff, all of St. Catharines.

Dominion Camp Equipment Company, Limited, Montreal, share capital \$20,000; purpose to manufacture and deal in camp ranges, etc. The directors are: D. W. Lockerby, A. H. Scott, J. H. McComb, A. M. Wolvenden and C. A. Lockerby, all of Montreal.

Commercial Rubber Company, Limited, Montreal, share capital \$20,000; purpose to develop water and electric power and manufacture rubber goods. The directors are: R. D. McGibbon, D. Armour, S. J. Le Huray, K. J. Beardwood, and L. L. Legault, all of Montreal.

Canadian Appraisal Company, Limited, Montreal, share capital \$50,000; purpose to make surveys, construct industrial plants, adjust properties, audit books, etc. The directors are: F. Paul, W. M. Doull, P. C. Ryan, L. Guest, H. Seymour and E. Dowson, all of Montreal.

Dominion Cement Block Machine Company, Limited, Ottawa, share capital \$100,000; purpose to deal in cement block machinery, construct buildings, etc. The directors are: C. A. Irvin, C. H. Hutchings, and H. P. Fleming, of Ottawa, and C. E. B. Adams and J. H. Hall of Toronto.

McFarlane, Thompson & Anderson Manufacturing Company, Limited, Fredericton, N.B., share capital \$75,000; purpose to carry on a general manufacturing business in iron and wood. The directors are: Hon. F. P. Thompson, W. Kitchen, W. T. Whitehead, C. A. Miles, and A. J. Thompson, all of Fredericton.

Hill Crest Coal & Coke Company, Limited, Montreal, share capital \$500,000; purpose to mine coal, manufacture coke, etc. The directors are: R. H. Pope, Cookshire, Que.; G. W. Fowler, Sussex, N.B.; M. P. Davis, Ottawa; W. Farewell, Sherbrooke, Que.; R. A. Pringle, Cornwall, Ont., and C. P. Hill, Frank, Alberta.





**COVERT MFG. CO.**  
West Troy, N.Y.  
**Steel Carriage and Wagon Jacks**  
Harness Snaps, Chain, Rope and Web Goods, etc.  
SOLD BY ALL LEADING JOBBERS.



**PRIEST'S CLIPPERS**  
Largest Variety.  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.  
Wiebusch & Hilger, Limited, special New York  
representatives, 9-15 Murray Street.

### TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

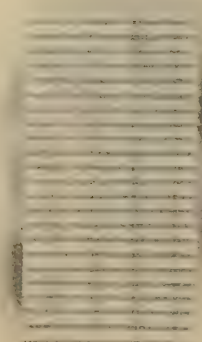
**HARDWARE AND METAL**

Montreal and Toronto.



**WON'T YOU?**  
We have circulars describing  
**Hamilton Rifles**  
No. 15 retails at \$2.00.  
No. 19 retails at \$2.50.  
These are Canadian prices.  
These rifles are not toys—they are matchless for targets and small game.  
Won't you at least send for the descriptive circulars?  
**The HAMILTON RIFLE CO.,**  
Dept. 71. PLYMOUTH, MICH.  
C.H. HEWELLS PHILA.

# MAXIMUM LIGHT GLASS



The only daylight-increasing window glass combining LENSES and PRISMS.

Involves new applications of daylight. Should not be confused with ordinary corrugated or prismatic glass.

This product can be cut, glazed and mounted.

In lead, copper or iron intersecting bars, from architects' special designs.

Send for Valuable Descriptive Booklet — Free.

INNER SURFACE OF  
MAXIMUM LIGHT GLASS

CANADIAN REPRESENTATIVES

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**

Glass Importers and Manufacturers

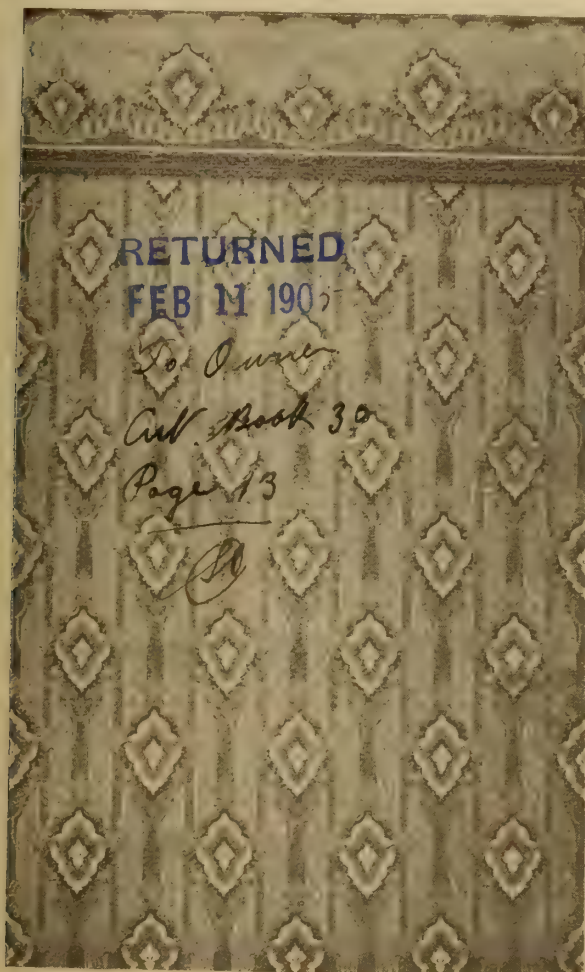


## WALL PAPER.

### QUAINT WALL PAPER.

THE oldest landscape wall paper I ever saw, writes Frank D. Sanborn, was in the parlor of President Wean, of Hampton Falls, a simple hunting scene with three compartments; a deer above, a dog below, and a hunter with his horn below that. It was put on in 1737, when the house was built, and I think is there still. Colonel Whiting's house, built about 1815, had a more elaborate and extensive scene, what the French called "Montagnes Russes," artificial hills in a park, for sliding down toboggan-fashion, and a score of people using them or looking on. The oldest papers were patterned first after old tapestry.

Portsmouth, New Hampshire, can boast of several antique papers. One house has its walls papered with an illustration of "The Lady of the Lake." The papers in the homes of former professors of Dartmouth College are carefully preserved and will probably always be allowed to remain. One depicts the Bay of Naples and Mount Vesuvius; the other the seasons. The Bay of Naples theme seems to have been most admired a hundred years ago. Rev. Wallace Nutting, of Providence, R.I., whose



Wall Paper Design for 1904. Manufactured by Stauntons Limited, Toronto.

like as an artistic photographer is widespread, sent me a picture of a parlor in St. Johnsbury, Vt., where he found this paper. Three women dressed in old-fashioned style, even to the arrangement of their hair, are seated at table, enjoying a cup of tea. An old tabby is napping cosily in a soft-cushioned chair. And above, on the right, Vesuvius is pouring forth the usual volumes of smoke. A fine old mahogany sideboard, at the foot of the volcano, decorated with decanters and glasses large and small, presents an inviting picture.


## ARE YOU READY FOR THE WALL PAPER SEASON?

IF NOT

WRITE US TO SEND (PREPAID)  
SAMPLES OF OUR BEST  
SELLING LINES FOR  
1905.

**STAUNTONS  
LIMITED**  
MANUFACTURERS  
TORONTO

**AUER LAMP**  
**GASOLENE**



**200 CANDLE POWER OF CLEAR, STEADY LIGHT.**

The best and cheapest light for **STORES, CHURCHES and HOMES.**

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

**Satisfaction Guaranteed. Send for Catalog.**

**AUER LIGHT CO. — MONTREAL**

**"LOOK FOR THE BOY" EVERY ROLL**

We have made a study of the good qualities of

**REX FLINTKOTE ROOFING**



and if you would become acquainted with it you would be as enthusiastic about its good qualities as we, and use it in preference to shingles, tar, tin, gravel, or any other roofing. It is fast superseding all of these, as it costs less, lasts longer, and has none of their faults or defects. It is made of the best matted wool fibre treated by our own compounds, and is waterproof and fire-resisting. We will send free samples and our handsome illustrated book on receipt of your name.

**J. A. & W. BIRD & CO.,**  
47 India Street,  
Boston, Mass.





## PAINT, OIL AND BRUSH TRADES

### Painting Kitchen Walls.

A PAINTER recently wrote the Painters' Magazine stating that he had painted the sand finished walls and ceiling of a kitchen four coats of paint as follows: First coat, lead, oil and dryer, very thin; second coat, the same, but heavy; third coat, lead and turpentine, and fourth coat, the same, and is afraid that the job will not wear well, as it is likely to have rough usage and will require frequent washing. He was replied to as follows: Kitchen walls and ceilings are usually finished in gloss, as flat finish smuts too much, and the best thing to do is to wash down the finish with soap and water, to which a little ammonia is added and then give it a good coat of inside varnish or oil paint.

### Decline of the Belgian Window Glass Industry.

Time was when Belgium was the window glass maker of the world, but that time has passed, never to return, says the Budget. She never utilized the glass she made, but exported it to every country on the globe. Her workmen are aiding her downfall. Spain, Italy, Germany, France, Holland, Russia, Portugal, and the United States, have all built up their window glass industry with the assistance of Belgian workmen, and while England alone preceded Belgium in the development and utilization of the continuous tank furnace as applied to the manufacture of window glass, it is nevertheless true that the Pilkingtons guarded their secret and its advantages so well and closely that the world gained no knowledge on tank furnace construction from England. The window glass industry of the world is therefore indebted to Belgian engineers and manufacturers for such advantages as have accrued from tank furnace perfection and installation, and all countries making window glass (including England, for Bontemps went there in 1836 and introduced the French-Belgian cylinder blowing process in the works of Chance Brothers, which displaced the flaring or crown glass process) have profited by the cylinder process in which she excelled, and which,

if she did not originate, she led the world in, and compelled its universal adoption.

The blow furnace, which in America has been generally ascribed to English origin, is a Belgian invention, and was introduced into England by Bontemps. Its advantage to the industry has been incalculable.

And yet, strange as it may appear, the country which has made these three great contributions—the cylinder process, the blow furnace and the continuous tank furnace to the window glass industry, is losing ground, losing export trade, and her orderly output has declined to a mere shadow of its former magnificent proportions. And the strangest part of the story is that her skilled workmen, who are the best paid in Europe, by their dissensions, bickerings and petty jealousies, are the willing sextons of the industry from which for more than two-thirds of a century, they have drawn their sus-

tenance, derived their social standing, and gained that economic pre-eminence in the industrial world which they are now about to so lightly fritter away.

### Lustreine Floor Oil.

This is a chemical combination of oils, waxes and other ingredients which is being pushed by the Commercial Oil Co., Hamilton, through their specialty department. The oil penetrates the wood and lasts from three months to one year according to wear. During this time it makes sweeping dustless, dampening the floor sufficiently to prevent dust rising but allowing dirt to be swept up after the manner of a sawdust sprinkled floor. Flour sprinkled upon a floor having been treated with Lustreine is swept up without dust and without leaving any mark or trace. Muddy feet leave no stain upon such a floor. Mud tracked and trampled into a floor is swept off without spot or mark. Merchants and oil dealers writing for information regarding this specialty will favor us by mentioning Hardware and Metal.

## WHAT OTHERS SAY ABOUT HOLLYWOOD



A leading hardware firm wrote us:

"It is now four years since we first took hold of the brand, and we have had in all that time nothing but commendation of the quality."

HOLLYWOOD PAINTS, READY-MIXED AND FLOOR,  
WEAR ON THE JOB, NOT OFF IT

*The Imperial Varnish  
and Color Co., Limited*  
TORONTO



# TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

## McArthur, Corneille & Co.

MONTREAL

### Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE  
Imperial French Green

of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
English Varnishes

of CHAS. TURNER & SON,  
LONDON.

Please mention HARDWARE AND METAL when writing.



Our whole factory time and energy is given to the manufacture of

**REFRIGERATORS  
SCREEN DOORS and  
WINDOW SCREENS**

Therefore we are in a position to supply the best goods at the lowest price.

Our Catalogue explains the details.

**The Sanderson-Harold Co.**  
Limited  
PARIS, ONT.



## Paint and Oil Markets

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 10, 1905.

SOME good orders for ready mixed paints, for immediate shipment, have been received by the local manufacturers. Trade is better and a visit to the manufacturing plants, reveals a brisk business. All lead products including read lead and litharge, are in good demand and as stocks are light there is no tendency for a decline in the prices as quoted below. Turpentine and linseed have declined, the cause being attributed to the keen local competition. Reports received from travelers state that merchants are everywhere laying in a larger stock of ready mixed paints in anticipation of a large volume of business during the coming season. It is estimated that a large quantity of ready mixed paints will be sold by the hardware merchants during the coming season, as the amount of painting accomplished last season was light, owing to the detrimental weather. Then again it is estimated that building will be far in excess of former years, which will be another good reason for the increase in the sale.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English

Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single bbls, 79c per gallon; 2 to 4 bbls, 78c per gallon; for smaller quantities than bbls 5c extra per gallon is charged. Standard gallon is 8.6 lbs, the above prices are net thirty days. For longer terms prices are higher.

**Linseed Oil**—Raw, 1 to 4 bbls, 41c; 5 to 9 bbls, 40c; boiled, 1 to 4 bbls, 44c; 5 to 9 bbls, 43c. Delivered in Ontario between Montreal and Ottawa, 2c per gallon in advance.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, loose, \$1.80; in tins, \$1.90; bladded putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less

quantities at the rate of \$5.75 per 100 lbs; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—8 3-4 to 9 1-4c in whole-sale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, Feb. 10, 1905.

SPRING business is being booked very liberally in paints considering the early date, business being usually dead at this time. The market generally is firm and there have been several advances, zinc having taken a step upward with a possibility of a still further advance. Red lead has also been advanced considerably, the demand for white lead being fair. Turpentine is a little stiffer in demand but there has been no change in prices as yet, nor has there been any change in linseed oil, although there has been an advance in England. The Ontario market is supplied by the home product, and as flax cannot be bought in Canada just now, oil cannot be made profitably and a scarcity is probable. The principal demand at present is from carriage manufacturers.

No new developments have taken place in the glass situation although there is a better feeling existing in Belgium and letters state that a settle-

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## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

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Customs Brokers, Forwarding and Distributing Agents,  
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Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

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is not found in his social rank, his occupation, his dress or his fortune, but solely in himself; and so with material things. The only true distinction is superior worth. Church's Cold Water

# ALABASTINE

as a material for wall tinting and decorating has the elements of superiority, in that it is a permanent coating and hardens with age. In covering properties and ease of working it is perfection itself. Is equally as well adapted for decorating in relief as for plain tinting; and because of these advantages, and the fact that Alabastine is thoroughly and systematically advertised, it sells readily and the margin of profit satisfies the dealer.

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**The Alabastine Co., Limited, Paris, Ont.**





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It is important, very important, what brand of Prepared Paints you will sell in 1905—important to you and your customers.

Will you do one thing?—Namely, before committing yourself to any paint manufacturer, investigate

## New Era Prepared Paints

We Have the Goods and want you to give us a chance to demonstrate the fact to you. Write us for our statement, and for the terms and plans we offer to our agents.

**Standard Paint & Varnish Co., Limited**  
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GENUINE

## PRATTS ASTRAL LAMP OIL

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of every kind, and for every purpose. Our glues enjoy large sales in almost all countries of the world, and our brands are generally to be seen amongst good stocks of glues. We believe we are giving better value than any other manufacturer, and we want to submit our lines to the Canadian test. Samples gladly sent in reply to enquiries.

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Our Distributing Centres keep down your freight charges and give a speedy delivery

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## Now is the Time

to select stock in Paints. Our variety is unsurpassed, our quality needs no explanation and

## Island City Paints

speak for themselves.

Certainly time is money in this case.

P. D. DODS & CO., Montreal Toronto Vancouver





## A MILITARY TOAST TO THE LADIES!

"Our ARMS, your defence."  
"Your ARMS, our recompense,"

## FALL IN!

Our Hardware friends should "fall in" to line and place their orders for Spring shipment without delay.

Every department is running full time and we are prepared to give each requisition careful attention.

Consult the 1905 catalogue so that no item be omitted.

**THE  
CANADA  
PAINT  
COMPANY  
LTD**

ment of the glass makers' strike is probable at an early date. The coal strike in Germany is spreading but the German Government is threatening to nationalize the mines unless a settlement is reached soon.

Very little change has taken place in petroleum, the demand being fair and the refined grades having dropped 1-2c per gallon during the week.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be changed for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$4.50; ditto, in kegs of 100 lbs, \$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure, orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 45c; boiled, 48c; 5 to 9 barrels, raw, 44c; boiled, 47c, Toronto, Hamilton, London, Elora and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls 78c; 2 to 4 bbls, 77c; 5 bbls and over 76c, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

### Window Glass.

MONTREAL.

No window glass is being received at present. Jobbers feel that there is

enough on hand to satisfy the Spring demand, but that during the latter part of the Summer and Fall there will be a stringency in the glass market. The strike that was to have been settled in Belgium on January 1st, and later on May 1st, has just been declared on for the Summer. This means, without the possibility of a doubt, a scarcity and advanced prices. The market is a little stiffer, but no definite advance has been made. Orders are coming in freely for Spring delivery and all indications point to a big demand to supply the building operations. Quotations are as follows: first break, fifty feet, \$1.70; second break, \$1.80; first break, 100 feet, \$3.25; second break, 100 feet, \$3.45; third break, 100 feet \$4; fourth break, 100 feet, \$4.25; fifth break, 100 feet, \$4.50; sixth break, 100 feet, \$5; seventh break, 100 feet, \$5.50; and eighth break, 100 feet, \$6; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 15 per cent. and from double thick is 33 1-3 per cent. Terms four months, and 3 per cent. discount 30 days.

### Petroleum.

**Refined**—Trade is reported to be very fair with good prospects for the coming season. The demand for oil from manufacturers is steady. Quotations are: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

### Low Prices of Seed and Oil.

Only once in over fifteen years has the London seed market touched so low a point as it touched in 1904—29s 9d per quarter. That was in 1896, when 29s was the low figure for the year. In 1904 the highest point was 35s 9d per quarter for Calcutta seed, and it is noticeable that this, too, is a low figure compared with previous years. The high point of 1897 was 35s, but in every other year for twenty years past much higher figures have been named, ranging from 36s in 1896 to 61s 2d in 1900. The general average of the high points by years was well up in the 40s. The same general statement may be made as to linseed oil. The highest and lowest prices of oil in 1904 at London were lower than the corresponding figures for any year past for twenty years, with one exception.





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PRESSED,  
STAMPED, and  
MACHINE-MADE.

ENAMELLED, TINNED, GALVANIZED and JAPANNED

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Let us have your name for our illustrated lists

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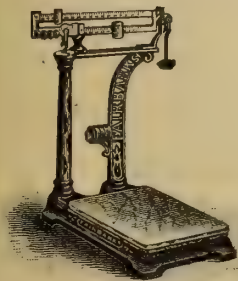
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A Daylight Store Draws Trade.

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COMMUNITY'S  
WELDLESS  
COW TIES.**

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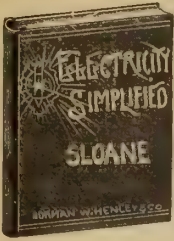
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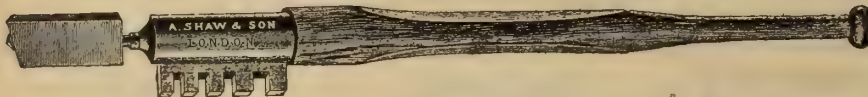
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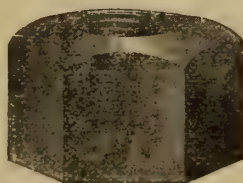
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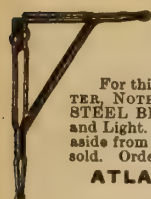
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## STOVES AND TINWARE.

### The Tin Market in 1904.

A GENERAL review of the tin market shows that the only influence of moment was the shadow of the election which hung over the market during the month of June. Outside of that there was simply one long, slow decline to June, and then an equally steady advance to 30 cents. The market opened the year with the price at 29.50 cents. Over the next four months it ran along down to 28 cents, and at the end of May to 27 cents. During the month of June it fell to 25.85 cents, but before the end of July it was again up to 27 cents, by the end of September up to 28 cents, by the end of October to 29 cents, and by the end of November to 30 cents. The old uses of tin still continue to be dominant ones. It should however, be noted that these uses have well nigh doubled within the past ten years, but shipments to meet that increase have only been possible on a general advance in the price of nearly 8 cents per pound. Twenty-five years ago tin was considered to be exceptionally high and the market very wild at 23 to 25 cents, while 15 cents was considered a low figure. For many years tin was expected to average about 18 to 19 cents, and usually fulfilled the expectation, but during the last few years, entirely through the force of inherent strength, the market has accepted a new schedule, with 30 cents as a sort of high water mark and 25 cents for a dead low tide. Tin continues to be the one metal which goes on steadily increasing in demand without any commensurate finding of new sources of supply.

Another very remarkable fact about tin is that with the flight of time no substitute has ever been found for tin for the uses to which it is put. One of the most interesting features of the article is that the London market has been partly transferred to New York. A dozen years ago practically the entire importation of the article was effected through two or three houses, but little by little London firms came to have representatives in New York, so that now almost every London house of any moment has its representative here. This fact has changed the complexion of the market considerably, for the buying of the two large consumers, the Tin Plate Co. and the American Can Co., is intrusted to one buyer, who supplies them chiefly from the East. This demand of 35 to 40 per cent. of all the tin used is therefore taken out of the market, and, as a matter of fact, there is only about

20,000 outside tons to be sold, and as seven or eight firms are constantly competing for that trade it is easy to see how prices rarely get much above the cost of importation and very frequently drop far below it. On the other hand, the concentration of the buying power has gone a long way toward eliminating outside speculation, and it may be safely said that there is at the present time less outside speculation in the metal in America than ever before. The importation for the year will run very close to 35,000 tons and the shipments from the Straits will be close to 56,600 tons.—E. A. Caswell in the Metal Worker.

### The Gurney Business Booming.

THE Gurney Foundry Co. report their business outlook for the coming season to be extremely bright, their energetic corps of agents having gone back to their work with enthusiasm after the recent gathering at the head offices.

So great is the demand for the firm's products on the home market that no effort is being made to develop an export trade and as Canada is growing in population so steadily it is doubtful if any attention will be given the export business for some time. As an evidence of the fact that the stove and range business is improving a representative of the Gurney Co. informed Hardware and Metal that the slack season during the Winter is steadily shortening. Formerly it was necessary to close down the foundry for from two to three months each year while this period is now only two or three weeks, in which time the necessary alterations are made for the increased business for the succeeding year.

There is a continued tendency in the country districts to use coal ranges instead of the old time wood stoves, the supply of wood growing less each year and the consumption of coal growing larger. Many well-to-do farmers are also installing furnaces and hot water systems. In the cities a similar evolution is taking place, coal giving way to gas as a fuel for cooking and heating. Some of the gas ranges now manufactured are very handsome as well as useful and convenient, the placing of the ovens above the stove proper and on a level with the breast of the cook aiding in giving an improved appearance. The popularity of gas ranges and heaters will undoubtedly grow greater and greater as time goes on, it being cleaner and more economical than coal.

No better evidence of the popularity of Gurney stoves can be found than that the demand is increasing steadily despite the opposition given the firm on account of its refusal to be dictated to by labor agitators.



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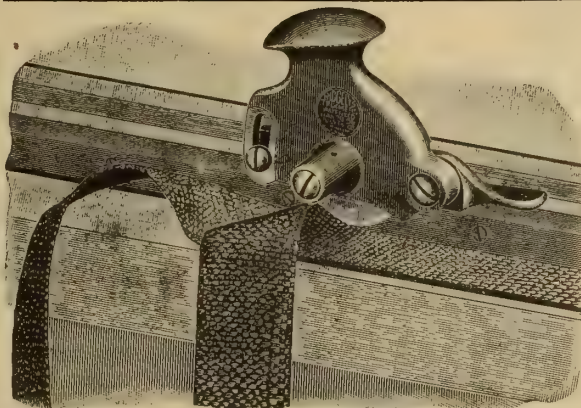
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Nested 25 lengths in a crate  
Inches: 5, 6, 7**This is the Only Perfect Working  
Knock Down Pipe made****WILL NOT TELESCOPE****E. T. WRIGHT & CO., Hamilton, Can.****A PERMANENT  
and Handsome Roof.****Arrow Brand Asphalt Ready Roofing**

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

**A. C. JENKING, Sole Agent,**  
**Room 215 Coristine Building, - MONTREAL.**  
Sole agents being appointed in each district. Write to-day.**Ridgely's Model B  
Trimmer**In conjunction with our famous  
**THREE-PIECE STRAIGHTEDGE**  
makes an outfit for trimming paper  
that will do the work in one-sixth the  
time it takes to do it with a knife or  
shears, and do it accurately. Guar-  
anteed to give perfect satisfaction.

For full particulars address

**THE RIDGELY TRIMMER CO.,**  
Manufacturers,  
Paper Hangers' Supplies,  
**SPRINGFIELD, OHIO, U.S.A.**

Send for Catalogue No. 16.

73

Short Story  
this week.Have you been selling **CUTTS' ALL METAL ASH  
SIFTER?**

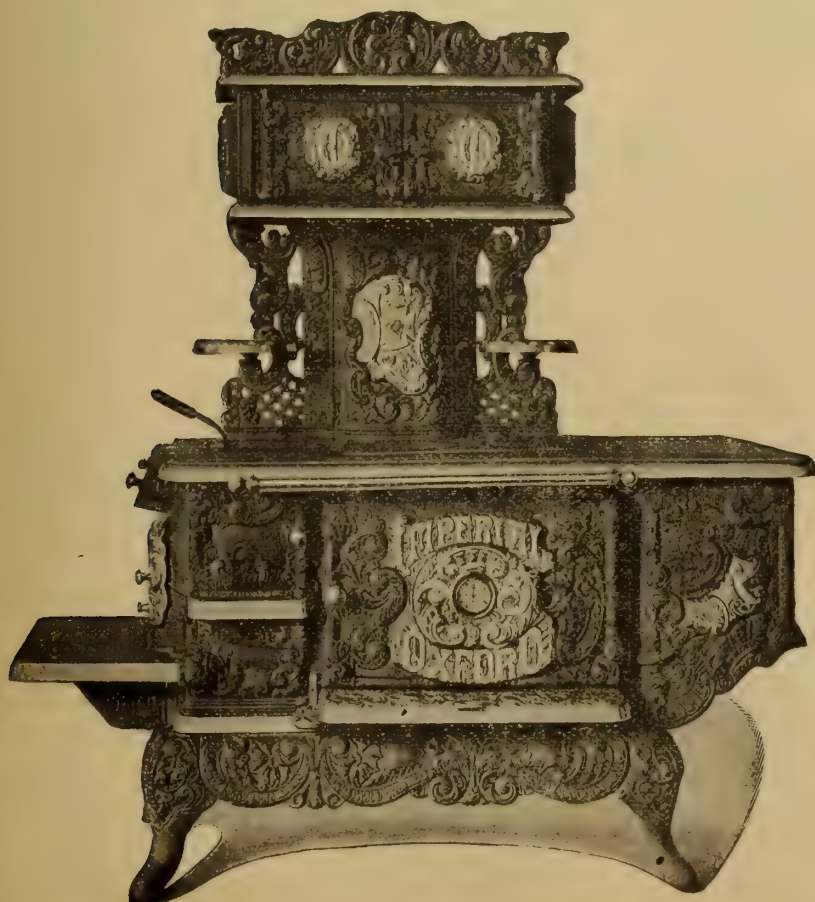
If not, why not?

CIRCULAR ABOUT IT FREE.

74

**C. M. CUTTS & CO., MAKERS Toronto Junction, Ont.**Each selling point — each argument  
which can truthfully be said of an  
article—makes it easier for you to sell  
it. No cooking range on the market  
to-day has as many selling points as the**Imperial  
Oxford Range**And better still, most of these selling  
points are exclusive to the Imperial  
Oxford Range—no other range can  
claim them.These make the Imperial Oxford easy  
for you to sell—the range you should  
sell.**The Gurney Foundry Co., Limited**  
**TORONTO WINNIPEG VANCOUVER**

CORRESPONDENTS:

The Gurney-Massey Co., Limited, Montreal, Que.;  
The Gurney Standard Metal Co., Limited, Calgary, Alta.



# Neglect of Nothing

And Studying Everything which tends towards Perfection has placed our goods among the Leaders Everywhere.

Ready Roofing, Sheathing and Black  Diamond Tarred Felts, Building Papers, Fibre and Manilla Wrappings, etc.

Ask for our quotations—they will interest you.

FELT FACTORY

Harbour and Logan Sts., MONTREAL

PAPER MILLS

JOLIETTE, QUE.

## ALEX. McARTHUR & CO., LIMITED

82 MCGILL STREET, MONTREAL

### CURRENT MARKET QUOTATIONS.

Feb. 10, 1905.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

#### METALS.

##### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$32 00 \$33 00

##### TINPLATES.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley— Per box.  
I.C. usual sizes. \$6 50  
I.X. " 8 00  
I.X.X. " 9 50  
Famous, equal to Bradley—  
I.C. 6 75  
I.X. 8 25  
I.X.X. 9 75  
Raven and Vulture Grades—  
I.C. usual sizes. 4 25  
I.X. 5 00  
I.X.X. 5 75  
I.X.X.X. 6 50

"Dominion Crown Best"—Double  
Coated, Tissue. Per box.  
I.C. 5 50  
I.X. 6 50  
I.X.X. 7 50  
Allaway's Best—Standard Quality.  
I.C. 4 50  
I.X. 5 50  
I.X.X. 6 50

Ooke Plates—Bright.  
Resener Steel—  
I.C., usual size, 14x20 3 50  
I.C., special sizes, base 3 75  
20x28 7 50

Charcoal Plates—Terne  
Deap or J. G. Grade—  
I.C., 20x28, 112 sheets 7 50  
I.X., Terne Tin 10 50  
Charcoal Tin Boiler Plates.

Cookley Grade—  
X X, 14x56, 50 sheet bxs. }  
" 14x60, " }  
" 14x85, " } 7 00

Tinned Sheets.  
72x30 up to 24 gauge. 7 25 7 50  
" 26 7 75 8 00

#### IRON AND STEEL.

Montreal Toronto.  
Common bar, per 100 lb. 1 77 1 80  
Reinforced 2 02 2 05  
Horseshoe Iron 2 02  
Hoop steel, 1 1/2 to 3-in. base 1 82  
Sleigh shoe steel, 1 82  
Tire steel 1 92  
T. Firth & Son's tool steel—  
Speedicut. 0 60  
Annealed speedicut. 0 65  
Self hardening. 0 35  
Best tool steel. 0 12  
Warranted. 0 09  
Best sheet steel. 0 12  
B. K. Morton & Co.—  
" Alpha " high speed. 0 65  
" annealed. 0 70  
" M " Self Hardening. 0 50  
" J " Standard. 0 14  
" BC " 0 09  
" Jones & Colver's tool steel. 0 10  
" " "Novo" 0 65  
" annealed. 0 70  
Chas. Leonard 0 08  
Crucible Steel Co. 0 09  
" Rex high speed steel. 0 65  
" Self Hardening. 0 50  
Crucible Special. 0 17

Crucible Silver steel. 0 13  
" Black Diamond. 0 10  
Sanderson's Crucible steel. 0 08  
" Superior. 0 12  
BABBIT METAL.

Syracuse Smelting Works:  
Aluminum, genuine. 0 45  
Government, " 0 44  
Tough, " 0 40  
Hard, " 0 40  
Dynamo. 0 30  
Special. 0 25  
Harmony. 0 22  
Car Box. 0 20  
Extra. 0 15

The Canada Metal Co.:  
Imperial, genuine. 0 40  
Metallic. 0 30  
Hercules. 0 20  
Star. 0 15  
No. 1. 0 12  
No. 2. 0 10  
No. 3. 0 06  
No. 4. 0 05

##### BLACK SHEETS.

Montreal Toronto  
10 gauge. 2 30 2 30  
12 and 14 gauge. 2 30 2 35  
17 2 30 2 40  
22 to 24 gauge. 2 35 2 50  
26 2 40 2 65  
28 2 40 2 70

##### COPPER WIRE.

Discount, 50 per cent.  
CANADA PLATES.  
Ordinary. 2 50  
All bright. 4 00  
Galvanized Canada Plates—  
Ordinary. Dom. Crown.

18x24x52. 4 25 4 35  
" 60. 4 50 4 60  
20x28x80. 8 50 8 70  
" 94. 9 00 9 20

##### GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.  
16 gauge. 3 50 3 50  
18 to 24 gauge. 3 50 3 50  
26 " 3 75 3 75  
28 " 4 00 4 00  
Comet. Queen's. J.C.M. 3  
Bell. Head. Crowns.  
18 to 24 gauge. 3 75 3 75 3 05  
26 " 3 90 3 75 3 37  
28 " 4 05 4 00 3 60

American brands, \$4.00 for 10 1/2 oz.  
Less than case lots 10 to 15c. extra.

##### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00  
" 5-16 " 4 45 5 60  
" " " 3 85 5 00  
" 7-16 " 3 70 4 80  
" 3-16 " 3 55 4 65  
" " " 3 35 4 45  
" " " 3 25 4 35  
Halter, kennel and post chains, 40 to 40 and  
5 per cent.  
Cow ties. 40 p.c.  
Tie out chains. 65 p.c.  
Stall fixtures. 35 p.c.  
Trace chain. 45 p.c.  
Jack chain, iron, single and double, discount  
35 p.c. (count 40 p.c.)  
Jack chain, brass, single and double, dis-

##### COPPER.

Ingot. Per 100 lb.  
Casting, car lots. 16 25  
Bars.  
Cut lengths, round, 1/2 to 1 in. 21 00 23 00  
" round and square,  
1 to 2 inches. 21 23 00  
Sheet.  
Plain, 16 oz., 14x48 and 14x60 21 00  
Plain, 14 oz. 22 00

Tinned copper sheet. 24 00  
Planished. 32 00  
Braziers' (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. 0 22  
" 35 to 45 " 0 21  
" 50-lb. and above " 0 20

BOILER AND T.K. PITTS.  
Plain tinned. 40 per cent. off list.  
Spun.

BRASS.  
Rod and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4. 0 23  
Tubing, base, per lb. 0 23 1/2

ZINC SPELTER.  
Foreign, per 100 lb. 7 00  
Domestic " 5 50 5 75

ZINC SHEET.  
5-cwt. casks. 7 25  
Part casks. 7 75

LEAD.  
Imported Pig, per 100 lb. 3 80  
Bar. 4 80  
Sheets, 2 1/2 lb. sq. ft., by roll. 0 06  
Sheets, 3 to 6 lb. " 0 06  
NOTE.—Cut sheets 10 c. per lb., extra. Pipe,  
by the roll, usual weights per yard, lists at 7c.  
per lb. and 35 p.c. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 8c.

ANTIMONY.  
Cookson's. per lb. 0 10 1/2 0 11

SHOT.  
Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and ball, \$7.50. Dis-  
count, 15 p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms, 2 p.c. for cash in thirty days.

##### PLUMBING GOODS.

BATH TUBS.  
Zinc. Standard Ideal Enameled. 6 00  
Copper, discount 20 per cent. off revised list.

BATHS.  
Standard Ideal Enameled.  
5 1/2-ft. 2 1/2 in. rolled rim, 1st quality. 21 25  
" " 2nd " 17 25  
" " 1st " 23 60  
" " 2nd " 19 00  
" " 1st " 18 40  
" " 2nd " 17 25  
" " 1st " 20 75  
" " 2nd " 17 25  
Plate 116 D. lavatories 1st quality. 8 90  
" 118 D. " 1st " 7 50  
" 118 D. " 2nd " 4 80  
" 120 D. " 1st " 5 60  
" 120 D. " 2nd " 4 70  
" 122 D. " 1st " 5 40  
" 122 D. " 2nd " 4 50  
Sinks 18 x 30 in. flat rim. 2 50

CLOSETS.  
Fittings. 1 00  
Plain Simplex Syphon Jet. 9 00  
Emb. 9 50  
Fittings. 1 25  
Low Down Elgin or Teutonic, plain. 6 00  
Low " emb. 6 50  
Connection. 1 25  
Plain Richelieu. 4 25  
Emb. 4 50  
Connections. 1 25  
Basins, P.O., 14-in. 0 63  
Basins, oval, 17 x 14-in. 1 50  
Basins, " 19 x 15-in. 2 00

IRON PIPE.  
Black pipe—  
1/2 inch. Per 100 feet.  
" 3/4 " 2 04  
" 1 " 2 06  
" 1 1/4 " 2 30  
" 1 1/2 " 2 88  
" 1 3/4 " 4 13  
" 2 " 5 63  
" 2 1/2 " 6 75  
" 3 " 9 00

Galvanized pipe—  
1/2 inch. 2 86  
" 3/4 " 2 89  
" 1 " 3 15  
" 1 1/4 " 4 03  
" 1 1/2 " 5 78  
" 1 3/4 " 7 88  
" 2 " 9 45  
" 2 1/2 " 12 60

Malleable Fittings—Canadian discount 20 per  
cent.; American discount 35 per cent.

Cast Iron Fittings—Standard bushings 60  
per cent.; headers, 60; flanged unions,  
and lipped, 60; malleable bushings, 60;  
nipples, up to 6 in., 70 and 5.

##### PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.  
Cushion work, discount 50 per cent.  
Fuller work, discount 70 per cent.  
6 dozen lots and over of the above, extra dis-  
count 10 per cent.  
Lever handle Stops and Waste, discount 60  
per cent. With in lots of 2 dozen and over  
an extra discount of 10 per cent.  
J.M.T. Globe, Angle and Check Valves, dis-  
count 55 per cent.  
Standard Globe, Angle and Check Valves,  
discount 65 per cent.

Kerr's special standard globes and angle  
discount 55 per cent.

Kerr's Jenkin disc, copper-alloy disc and  
heavy standard valves, discount 55 per cent.  
Kerr's standard brass checks, discount 55 p.c.  
Kerr's standard brass disc steam radiator  
valves, discount 65 per cent.  
Kerr's Jenkin disc, copper-alloy disc radia-  
tor valves, discount 65 per cent.  
Kerr's quick-opening hot-water radiator  
valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate  
valves, brass, discount 50 per cent.  
Weber's (Kerr) patent straightway gate  
valves I.B.B.M., discount 60 and 10 per cent.  
J.M.T. Radiator Valves discount 55 per cent.  
Standard Radiator Valves, discount 65 per  
cent.

Patent Quick-Opening Valves, discount 70  
per cent.

No. 1 compression bath cock. net 1 75  
No. 4. " 1 90  
No. 7 Fuller's. " 2 10  
No. 4 1/2. " 2 25

Patent Compression Cushion, basin  
cock, hot and cold, per doz., \$31; 5 and 10  
per cent. discount.

Patent Compression Cushion, bath  
cock, No. 2208. 2 25  
Square head brass cocks, discount 55 per cent  
" iron " 50 to 60 "

Thompson Smoke-test Machine \$25.00

##### RANGE BOILERS.

Copper, 30 gallon. 22 00  
" 35 " 24 00  
" 40 " 28 00  
Discount off copper boilers 15 per cent.

##### GALVANIZED IRON RANGE BOILERS.

Capacity. Standard. Extra heavy  
Gals. Gals. Gals.  
12 4.50 6.50  
18 4.75 6.75  
24 4.75 6.75  
30 5.00 7.50  
36 6.00 8.50  
40 7.00 9.50  
48 11.00 14.00  
56 18.00 20.00  
64 21.00 24.00  
80 29.00 34.00  
100 34.00 40.00  
144 47.00 55.00



# American Steel & Wire Co.

New York  
Empire Building

Montreal  
N. Y. Life Building

Chicago  
The Rookery

## BARBED WIRE GALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

SOIL PIPE AND FITTINGS.  
Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER. Per lb.  
Bar, half-and-half, guaranteed ..... 0 17½  
Wiping..... 0 15½  
Refined..... 0 16½

### PAINTS AND OILS.

COLORS IN OIL.  
1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 68  
French " ..... 0 06  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

WHITE LEAD. Per 100 lb.  
Pure..... 4 75  
No. 1 ..... 4 50  
No. 2 ..... 4 25  
No. 3 ..... 3 87½  
No. 4 ..... 3 50  
Munro's Select Flake White..... 4 75  
Elephant and Decorators' Pure Monarch ..... 5 00  
Decorators' Pure ..... 4 75  
Essex Genuine ..... 4 25  
Sterling Pure ..... 5 00  
Island City Pure ..... 5 00  
Ramsay's Pure Lead ..... 4 75  
Ramsay's Exterior ..... 4 50

RED LEAD.  
Genuine, 560 lb. casks, per cwt \$4 25 \$4 50  
Genuine, 100 lb. kegs, ..... 4 75  
No. 1, 560 lb. casks, per cwt ..... 4 00  
No. 1, 100 lb. kegs, per cwt ..... 4 25

WHITE ZINC.  
Extra Red Seal ..... 0 06 0 08  
French V. M. .... 0 06 0 06½  
Lehigh..... 0 06 0 06½

DRY WHITE LEAD.  
Pure, casks ..... 4 25  
Pure, kegs ..... 4 50  
No. 1, casks ..... 4 00  
No. 1, kegs ..... 4 25

PREPARED PAINTS.  
In ½, 1 and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60 0 90  
The Sherwin-Williams paints ..... 1 35  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Anderson Peary's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
"Globe" barn ..... 60 70  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
"British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
"Thistle, ..... 1 00  
Outside, bbls 0 55 0 65  
Island City House Paint ..... 1 25  
"Floor ..... 1 25  
Sterling House Paint ..... 1 20  
"Floor ..... 1 10  
National ..... 1 05

PARIS GREEN.  
BERGERS' ENGLISH.  
Petroleum, barrels, per lb. .... 0 15½  
Arenic, kegs ..... 0 15½  
50 and 100-lb. drums ..... 0 16½  
25-lb. drums ..... 0 17½  
1-lb. paper boxes ..... 0 17  
1-lb. tins ..... 0 18  
½-lb. paper boxes ..... 0 19  
½-lb. tins ..... 0 20  
Terms—2 per cent. off 30 days, or 90 days net.

### PATTY.

Bulk in bbls. .... 1 45  
Bulk in less quantity ..... 1 70  
Bladders in bbls. .... 1 10  
Bladders in kegs, boxes or loose ..... 1 85  
25-lb. tins ..... 1 80  
12½ lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

### VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
Gold size, rubbing ..... 2 85 3 20  
No. 1 brown japan ..... 0 85 0 90  
Elastic oak ..... 1 50 1 60  
Furniture, extra ..... 1 10 1 25  
"No. 1 ..... 0 90 1 00  
Hard oil finish ..... 1 35 1 50  
Light oil finish ..... 1 60 1 70  
Damar ..... 1 75 2 00  
Shellac, white ..... 2 40 2 50  
"orange ..... 2 30 2 40  
Turpentine, brown japan ..... 1 10 1 20  
"black japan ..... 1 10 1 20  
"No. 1 ..... 0 85 0 90  
Elastilite varnish, 1 gal. can, each.. 2 00 2 75  
Granitine floor finish, per gal ..... \$1.20  
Maple Leaf coach enamels; size 1, size 2, 70c; size 3, 40c. each. assorted  
Sherwin-Williams' kopal varnish, case, from 1 gal., \$2.50.

### GLUE.

Common ..... 0 08 0 08½  
French medal ..... 0 10 0 14  
White, extra ..... 0 18 0 22  
Gelatine ..... 0 18 0 20  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner ..... 0 12 0 16  
Ground ..... 0 12 0 16  
Cologne, genuine ..... 0 12 0 16

### HARDWARE.

#### AMMUNITION.

Cartridges.  
B. B.'s Caps Dominion, 50 and 5 and 25 per cent. American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, American, vdd 20 per cent. to list. B. B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.75 per lb.

Wads. per lb.  
Best thick brown or grey felt wads, in ½-lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ..... 0 99  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 ..... 0 90  
5 and 6 ..... 1 10  
Superior chemically prepared, pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 ..... 1 65  
5 and 6 ..... 1 90

### ADZES.

Discount 20 per cent.  
ANVILS.  
Wright's, 80-lb. and over ..... 0 10½  
Hay Budden, 80-lb. and over ..... 0 09½  
Brook's, 80-lb. and over ..... 0 11½

APPLE PARERS.  
Woodyatt Hudson, per doz., net ..... 4 50  
AUGERS.  
Gilmour's, discount 65 and 5 per cent. off list.

### AXES.

Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, ..... 10 00 18 00  
Broad Axes, 40 per cent.  
Broad Axes, 25 per cent.  
Hunters' Axes ..... 5 50 6 00  
Boys' Axes ..... 6 25 7 00  
Splitting Axes ..... 7 00 12 00  
Handled Axes ..... 10 00  
AMERICAN AXE AND TOOL CO.  
Red Ridge, boys', handled, ..... 5 75  
"hunters' ..... 5 25  
Underhill American Bench Axes, 40 p.c.

AXLE GREASE.  
Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

### BELLS.

Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

Cow.  
American make, discount 63½ per cent.  
Canadian, discount 45 and 50 per cent.

Door.  
Gongs, Sargent's ..... 5 50 8 00  
"Peterboro", discount 50 and 10 per cent. off new list.

Farm.  
American, each ..... 1 35 3 00  
House.  
American, per lb. .... 0 35 0 40

RETLING.  
Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 4 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.  
NUTS.  
Auger.  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

Car.  
Gilmour's, 47½ per cent.  
Expansive.  
Clark's, 40 per cent.

Gimlet.  
Clark's, per doz. .... 0 65 0 90  
Auger.  
Diamond, Shell, per doz. .... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

BLIND AND RED STAPLES.  
All sizes, per lb. .... 0 07½ 0 12

BOLTS AND NUTS.  
Carriage Bolts, common (\$1 list) Per cent.  
" 3-16 and ½ ..... 60 and 10  
" 5-16 and ¾ ..... 55 and 5  
" 7-16 and up ..... 55 and 5  
" full sq. (\$2.40 list) 60  
" Norway Iron (\$3 list) ..... 60

Machine Bolts, all sizes, 1 and less ..... 60  
Machine Bolts, 7-16 and up ..... 60  
Plough Bolts ..... 55 and 5  
Blank Bolts ..... 55 and 5  
Bolt Ends ..... 55 and 5  
Sleigh Shoe Bolts ..... 70  
Coach Screws, cone point ..... 70

Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.  
Small and medium, ball, per doz. .... 4 25  
Small heel ..... 4 50

BRIGHT WIRE GOODS.  
Discount 62½ per cent.

BUTCHERS' CLEAVERS.  
German ..... per doz. 6 00 9 00  
American ..... 12 00 18 00  
BUTCHER KNIVES.  
Bailey's ..... per doz. 0 60 1 30

### BUILDING PAPER, ETC.

Tarred Felt, per 100 lb. .... 1 85  
Ready roofing, 2-ply; not under 45 lb. per roll ..... 0 90  
Ready roofing, 3-ply, not under 65 lb., per roll ..... 1 15  
Carpet Felt ..... per ton 45 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Sheathing ..... per roll, 400 sq. ft. 0 40  
Dry Felt ..... 400 " 0 50  
Tarred Felt ..... 400 " 0 55  
O. K. & I. K. L. .... 400 " 0 70  
Resin-sized ..... 400 " 0 45  
Oiled Sheathing ..... 400 " 1 00  
Oiled ..... 400 " 0 70  
Root Coating, in barrels, ..... per gal. 0 17  
Roof " small packages ..... 0 35  
Refined Tar ..... per barrel 5 00  
Coal Tar ..... 4 00  
Coal Tar, less than barrels ..... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 1 00  
Slater's felt ..... per roll 0 60

### BULL RINGS.

Copper, \$2.00 for 2½-inch, and \$1.90 or 2-inch.

### BUTTS.

Wrought Brass, net revised list.  
Cast Iron.  
Loose Pin, discount 60 per cent.

### WROUGHT STEEL.

Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

### CARPET STRETCHERS.

American ..... per doz. 1 00 1 50  
Bullard's ..... 1 00 1 50

### CASTORS.

Bed, new list, discount 55 to 57½ per cent.  
Plate, discount 52½ to 57½ per cent.

### CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50 8 50

### CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 60 0 85  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

### CHISELS.

Socket, Framing and Firmer.  
Broad's, discount 60 and 10 per cent.  
Warnock's, discount 50 and 10 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent.

### FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz \$4 00  
" " " 25c. pkgs., " 2 00  
" " " 10c. " " 75  
" " 25-lb. pall, each 1 30  
Poultry Foods, 25c. packages ..... 1 25  
Cough Powders, per doz. .... 1 35  
Worm ..... 1 25  
International 1 Stock Foods, \$1 packages, per doz. .... 8 00  
International Stock Foods, per pall ..... 2 15  
" " per bbl. .... 10 50  
" Poultry " \$1 pkgs. per doz. 8 00  
" Worm Powders, 50c. pkgs. .... 4 00  
" Pine Healing Oil, per doz. .... 8 00  
" Pheno-Chloro, \$1 pkgs., per doz. 8 00  
" Hoof Ointment ..... 8 00  
" Compound Absorbent ..... 16 00  
Also 25c. pkgs. at \$2 per doz. 50c. pkgs. at 4 per doz.

### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent



# It Isn't Our Fault

if you don't sell Paterson's Wire Edged Ready Roofing to your customers who wish to buy that material.

We advertise liberally in the Farming Journals, and ask all customers to order our Roofing from their local Hardware Merchants.

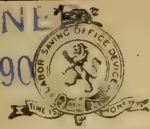
## The Paterson Mfg. Co., Limited

Toronto and Montreal.

CONDUCTOR PIPE.			GAUGES.			Clothes line, No. 61.			Cabinet.		
Plain or Corrugated.			Marking, Mortise, Etc.			Harness.			Eagle, discount 30 per cent.		
2-inch	per 100 feet	3 00	Stanley's, discount 60 to 55 per cent.			Hat and coat			Padlocks.		
3	"	4 00	Wire Gauges.			Chandelier			English and Am.		
4	"	5 25	Winn's, Nos. 26 to 33			Wrought hooks and staples			Eagle, discount 20 to 25 per cent.		
5	"	6 75	GILLET'S POWDERED LYE.			Canadian discount 60 per cent.			MACHINE SCREWS.		
6	"	9 00	1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.			Wire.			Flat head, discount 25 per cent.		
CRADLES, GRAIN.			HALTERS.			Hat and coat, discount 60 per cent.			Round head, discount 20 per cent.		
Canadian, discount 20 to 25 per cent.			Rope, 1-inch	per gross	1 00	Belt			Tinsmiths',		
			Rope, 1 1/2	"	12 00	Screw, bright, discount 60 per cent.			Carpenters', hickory,		
			Rope, 2	"	14 00	HORSE NAILS.			Lignum Vitae,		
			Leather, 1-inch	per doz.	4 00	"P.B." Brand, 55 to 60 per cent.			Caulking, each		
			Leather, 1 1/2	"	5 20	"C" brand, 40, 10 and 7 1/2 per cent. off list			MATTOCKS.		
			Web	"	2 45	"M" brand, 55, per cent.			Canadian		
			HAMMERS.			"Monarch," 50 and 7 1/2 per cent.			MEAT CUTTERS.		
			Nail.			"Peerless" 50 per cent. dis.			American, discount 3 1/2 per cent.		
			Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.			HORSESHOES.			German, 15 per cen		
			Tack.			F.O.B. Montreal			Gem		
			Magnetic			"P.B." brand, new pattern, base			MILK CAN TRIMMING.		
			Sledge.			Add 15c. Toronto, Hamilton, Guelph.			Discount 25 per cent.		
			Canadian			JAPANNED WARE.			NAILS.		
			English and Canadian, per lb.			50 per cent.			Cut.		
			Ball Peen.			PICKS.			Wire.		
			Store door.			KETTLES.			2d.		
			Axe, 2nd growth, per doz. net			Brass spun 7 1/2 per cent. discount off new list.			3d.		
			Store door.			Copper			4 and 5d.		
			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			6 and 7d.		
			Hoe.			KEYS.			8 and 9d.		
			C. & B., discount 40 per cent., revised list.			Lock, Canadian dis. 40 to 40 and 10 per cent.			10 and 12d.		
			Saw.			Cabinet, trunk and padlock,			16 and 20d.		
			American			American			30, 40, 50 and 60d (base)		
			Plane.			KNOBBS.			F.O.B., Toronto.		
			American			Door, japanned and N.P., per doz.			Cut nails in carlots 5c. less.		
			Hammer and Hatchet.			Bronze, Berlin			Wire nails in carlots are \$2.20 (base).		
			Canadian, discount 40 per cent.			Shutter, porcelain, F. & L.			Steel cut nails 10c. extra.		
			HANGERS.			screw			Miscellaneous wire nails, discount 75 per cent.		
			Steel barn door.			White door knobs			Coopers' nails, discount 30 per cent.		
			Stearns, 4-inch			HAY KNIVES.			NAIL PULLERS.		
			5-inch			Net prices.			German and American		
			Zenith.			LAMP WICKS.			NAIL SETS.		
			Lane's covered—			Discount, 60 per cent.			Square, round and octagon,		
			No. 11, 5-foot run			LADDERS, EXTENSION.			per gross.		
			No. 11 1/2, 10-foot run			Waggoner Extension Ladders, dis. 40 per cent.			Diamond		
			No. 12, 10-foot run			LANTERNS.			POULTRY NETTING.		
			No. 14, 15-foot run			Cold Blast			2-in. Mesh, 19 w.g., dis. 60 per cent.		
			Steel, covered			No. 3 "Wright's"			2-in. Mesh 16 w.g. and heavier, 50 p.o.		
			6 to 10 in.			Ordinary, with O burner			OAKUM.		
			10 to 15 in.			Dashboard, cold blast			U. S. Navy		
			15 to 20 in.			Japanning, 50c. per doz. extra.			Plumbers		
			20 to 25 in.			LEMON SQUEEZERS.			McClary's Model galvanized		
			25 to 30 in.			Porcelain lined			oil can, with pump, 5 gallon,		
			30 to 35 in.			Galvanized			per dozen		
			35 to 40 in.			King, wood			Davidson oilers, discount 40 per cent.		
			40 to 45 in.			King, glass			Zinc and tin, discount 50, 50 and 10 per cent.		
			45 to 50 in.			All glass			Copper		
			50 to 55 in.			LAWN MOWERS FOR 1905.			per doz.		
			55 to 60 in.			Woodyatt, 10 1/2-in., 14-in. cut			Brass		
			60 to 65 in.			Star			Malleable, discount 25 per cent.		
			65 to 70 in.			Daisy			GALVANIZED PAILS.		
			70 to 75 in.			Philadelphia, 7 1/2-in.			Dufferin pattern pails, discount 47 1/2 per cent		
			75 to 80 in.			Woodyatt, 10 1/2-in., ball bearing			Flaring pattern, discount 47 1/2 per cent.		
			80 to 85 in.			Grass Boxes			Galvanized washtubs, discount 47 1/2 per cent.		
			85 to 90 in.			King Edw'd, 12-in., 14-in. cut			PIECED WARE.		
			90 to 95 in.			Horse Lawn Mowers, "Special."			Discount 40 per cent off list, June, 1899.		
			95 to 100 in.			Discount, 50 per cent., with freight concessions in quantity shipments.			10-qt. flaring sap buckets, discount 40 per cent		
						Maxwell & Sons:			6, 10 and 14-qt. flaring pails dis. 40 per cent.		
						10 1/2-in. high wheel			Creamer cans, discount 40 per cent.		
						9-in.			PICKS.		
						8-in.			Per dozen		
						Discount 50 per cent.			PICTURE NAILS.		
									Porcelain head		
									per gross		
									Brass head		
									0 40		
									1 00		
									PINE TAR.		
									1 pint in tins		
									per gross		
									7 80		
									9 60		
									PLANES.		
									Wood bench, Canadian discount 40 per cent.,		
									American discount 50 per cent.		
									Wood, fancy Canadian or America		
									40 per cent		



ETURNE  
B 11 1905  
Owen  
Book 30



# Is Your Stock in Good Shape?

If Not, Why Not?

There's no one to blame but yourself. Our Card Systems for Stock and Cost Keeping are used in **every** up-to-the-minute business house in America. They've proved successful wherever introduced and we'll guarantee they will do as much for you. Write for circular.



15-Drawer Card System, for  
Stock and Cost

## The Office Specialty Mfg. Co., Limited

Factories: Newmarket

97-105 WELLINGTON ST. W., TORONTO

Visit Us In Our New Home—We'll Make You Welcome

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>STAPLES.</b>		<b>ENAMELLED WARE.</b>	
English .....	per doz. 2 00 5 00	Bronzed iron with hooks ... per 1,000	7 50	Galvanized .....	3 00	White, Princess, Turquoise, Blue and White	discount 50 per cent.
<b>PLIERS AND NIPPERS.</b>		"Eureka" tinned steel, hooks "	8 00	Plain .....	2 80	Diamond, Famous, Premier, discount 50 and	10 per cent.
Button's genuine, per doz. pairs, discount		<b>SAWS.</b>		Coopers, discount 45 per cent.		Granite or Pearl, Imperial, Crescent, discount	50, 10 and 10 per cent.
37 1/2 to 40 per cent.		Hand, Diston's, discount 12 1/2 per cent		Poultry netting staples, discount 40 per cent.		Premier steel ware, 40 per cent.	
Button's imitation .....	per doz. 5 00 9 00	S. & D., discount 40 per cent.		<b>STOCKS AND DIES.</b>		"Star" decorated steel and decorated whit	25 per cent.
German .....	0 60 0 60	Crosscut, Diston's .....	per foot 0 35 0 55	American discount 25 per cent.		<b>WIRE.</b>	
<b>PRESSED SPIKES.</b>		S. & D., complete .....	each 0 75 2 75	<b>STONE.</b>		<b>Smooth Steel Wire.</b>	
Discount 20 per cent.		" frame only .....	each 0 50 1 25	Washita .....	per lb. 0 28 0 60	No. 0-9 gauge .....	\$2 25
<b>PULLEYS.</b>		<b>SASH WEIGHTS.</b>		Hindustan .....	0 06 0 07	10 " .....	12c extra.
Hothouse .....	per doz. 0 55 1 00	Sectional .....	per 100 lb. 2 00 2 25	" slip .....	0 09 0 09	12 " .....	20c "
Axle .....	0 22 0 33	Solid .....	1 50 1 75	Labrador .....	0 15 0 15	13 " .....	30c "
Screw .....	0 27 1 00	<b>SASH CORD.</b>		Turkey .....	0 80 0 80	14 " .....	40c "
Awning .....	0 35 2 50	Per lb. ....	0 28 0 30	Arkansas .....	1 50 1 50	15 " .....	55c "
<b>PUMPS.</b>		<b>SAW SETS.</b>		Water-of-Ayr .....	0 10 0 10	16 " .....	70c "
Canadian cistern .....	1 80 3 60	Lincoln and Whiting .....	4 75	Scythe .....	per gross 3 50 5 00	<b>ADD 60c. for coppering and \$2 for tinning.</b>	
Canadian pitcher spout .....	1 40 2 10	Hand Sets. Perfect .....	4 00	Grind, 40 to 200 lb., per ton .....	25 00	<b>Extra net per 100 lb.—Oiled wire 10c.,</b>	
<b>PUNCHES.</b>		X-Cut Sets, .....	7 50	" under 40 lb. ....	28 00	<b>spring wire \$1.25, special bay baling wire 30c.,</b>	
Saddler's .....	1 00 1 85	<b>SCALES.</b>		" 200 lb. and over .....	31 00	<b>best steel wire 15c., bright soft drawn 15c.,</b>	
Conductor's .....	3 00 15 00	Gurney Standard, 40 per cent.		<b>STOVEPIPES.</b>		<b>charcoal (extra quality) \$1.25, packed in cases</b>	
Finners, solid .....	0 72	Gurney Champion, 50 per cent.		5 and 6 inch, per 100 lengths .....	7 00	<b>or cases 15c., bagging and papping 10c., 50</b>	
" hollow .....	1 00	Burrow, Stewart & Milne—		7 inch .....	7 50	<b>and 100-lb. bundles 10c., in 25-lb. bundles</b>	
<b>RAKES.</b>		Imperial Standard, discount 40 per cent.		<b>TACKS, BRADS, ETC.</b>		<b>15c., in 5 and 10-lb. bundles 25c., in 1-lb.</b>	
Wood .....	per doz. net 1 20 up.	Weight Beams, discount 35 per cent.		Carpet tacks, blued .....	80 and 15	<b>hanks, 50c., in 1-lb. hanks 75c., in 1-lb.</b>	
<b>RAZORS.</b>		Champion Scales, discount 50 per cent.		" tinned .....	80 and 20	<b>hanks \$1.</b>	
Elliot's .....	4 00 18 00	Fairbanks standard, discount 35 per cent.		" (in kegs) .....	40	<b>Fine Steel Wire, discount 27 1/2 per cent.</b>	
Geo. Butler's & Co.'s .....	4 00 18 00	" Dominion, discount 55 per cent.		Cut tacks, blued, in dozens only	80	<b>List of extras: In 100-lb. lots: No. 17,</b>	
Boker's .....	7 50 11 00	" Richelleu, discount 55 per cent.		" weights .....	60	<b>\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.50—</b>	
" King Cutter .....	13 50 18 50	Warren's new Standard, discount 40 per cent.		Swedes cut tacks, blued and tinned—	80 and 10	<b>No. 21, \$7—No. 22, \$7.30—No. 23, \$7.50—</b>	
Wade & Butcher's .....	3 60 10 00	" Champion, discount 50 per cent.		In bulk .....	75	<b>No. 24, \$8—No. 25, \$8.50—No. 26, \$9—No. 27,</b>	
Carbo Magnetic .....	15 00	Weightbeams, discount 35 per cent.		In dozens .....	75	<b>\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—</b>	
Griffin Barber's Favorite .....	10 75	<b>SCREW DRIVERS.</b>		Swedes, gimp, blued, tinned and	70 and 12 1/2	<b>No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,</b>	
Griffin No. 65 .....	13 00	Sargent's .....	per doz. 0 65 1 00	japaned .....	75	<b>\$17. Extras net-tinned wire, Nos. 17-25,</b>	
Griffin Safety Razors .....	13 50	<b>SCREEN DOORS.</b>		Zinc tacks .....	35	<b>—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered</b>	
Griffin Strapping Machines .....	13 50	Common doors, 2 or 3 panel, walnut		Leather carpet tacks .....	55	<b>5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5</b>	
Lewis Bros. "Klean Kutter" .....	8 50 10 50	stained, 4-in. style .....	per doz. 6 50	Copper tacks .....	50	<b>and 10-lb. bundles, 25c.—in 1-lb. hanks, 35c.</b>	
Hindcoo .....	10 50 14 00	Common doors, 2 or 3 panel, yellow and		Copper nails .....	52 1/2	<b>—in 1-lb. hanks, 38c.—in 1-lb. hanks, 60c.—</b>	
Orgateom's Swedish .....	3 50 10 00	green stained, 4-in. style .....	per doz. 6 75	Trunk nails, black .....	65 and 10	<b>packed in cases or cases, 15c.—bagging or</b>	
Henckel's .....	7 50 20 00	Common doors, 2 or 3 panel, in natural		Trunk nails, tinned .....	65 and 10	<b>papering, 10c.</b>	
<b>CLAUS.</b>		colors, oil finish .....	per doz. 8 75	Clout nails, blued .....	65 and 5	<b>Brass wire, discount 60 per cent. off the list.</b>	
Claus, 50 and 10 per cent.		3-in. style 20c. per dozen less.		Patent brads .....	35	<b>Copper wire, discount 60 per cent. net each</b>	
Claus Straps, 50 and 10 per cent.		<b>SCREWS.</b>		Fine finishing .....	40	<b>30 days, f.o.b. factory.</b>	
<b>REGISTERS.</b>		Wood, F. H., bright and steel, discount 87 1/2		Lining tacks, in papers .....	10	<b>Galvanized wire, per 100 lb.—Nos. 4 and 5,</b>	
Discount 40 per cent.		per cent.		" in bulk .....	15	<b>\$3.70 to \$3.70—Nos. 6, 7, 8, \$3.15 to \$3.15</b>	
<b>RIVETS AND BURNS.</b>		Wood, R. H., bright, dis. 82 1/2 per cent.		" solid heads, in bulk .....	75	<b>—No. 9, \$2.55—No. 10, \$3.20 to \$3.20</b>	
Iron Rivets, black and tinned, 60 and 10 p. c.		" F. H., brass, dis. 80 per cent.		Saddle nail, in papers .....	10	<b>—No. 11, \$3.25 to \$3.25—No. 12, \$2.50</b>	
Iron Burns, discount 60 and 10 per cent.		" R. H., dis. 75 per cent.		" in bulk .....	15	<b>—No. 13, \$2.75—No. 14, \$3.75 to \$3.75—No.</b>	
Copper Rivets, with usual proportion burns, 45		" F. H., bronze, dis. 75 per cent.		Tufting buttons, 22 line, in doz-	60	<b>15, \$4.30—No. 16, \$4.30. Base sizes, Nos.</b>	
per cent.		" R. H., dis. 70 per cent.		ens only .....	60	<b>6 to 8, \$2.37 f.o.b. Cleveland. In carlots</b>	
Copper Burns only, discount 30 and 10 per cent.		Drive Screws, dis. 87 1/2 per cent.		Zinc glaziers' points .....	5	<b>12c.</b>	
Extras on Tinned or Coppered Rivets, 1-lb.		Bench, wood .....	per doz. 3 25 4 00	Double pointed tacks, papers .....	90 and 10	<b>Clothes Line Wire, regular 7 strand, No. 17,</b>	
packages 1c. per lb., 1-lb. packages 2c. lb.		" iron .....	4 25 5 00	bulk .....	40	<b>\$4.65; No. 18, \$2.90; No. 19, \$2.80. Holter</b>	
<b>RIVET SETS.</b>		Set, case hardened, dis. 60 per cent.		Clinch and duck rivets .....	45	<b>4 strand, No. 17, \$4.30; No. 18, \$2.70; No.</b>	
Canadian, discount 35 to 37 1/2 per cent.		Square Cap, dis. 50 and 5 per cent.		<b>TAPE LINES.</b>		<b>19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton,</b>	
<b>ROPE, ETC.</b>		Hexagon Cap, dis. 45 per cent.		English, ass skin .....	per doz. 2 75 5 00	<b>Toronto, Montreal.</b>	
Sisal .....	0 11	<b>SCYTHES.</b>		English, Patent Leather .....	5 50 9 75	<b>WIRE FENCING.</b>	
Pure Manila .....	0 14 1/2	Per doz. net .....	6 00 9 00	Chesterman's .....	each 0 90 2 85	Galvanized barb .....	2 50 2 75
" British" Manila .....	0 11	Canadian, discount 40 per cent.		steel .....	each 0 80 3 00	Galvanized, plain twist .....	2 50 2 75
Cotton, 3-16 inch and larger .....	0 21 0 23	<b>SHEARS.</b>		<b>TINNERS' SNIPS.</b>		Galvanized barb, f.o.b. Cleveland, \$2.30 to	
" 5-32 inch .....	0 25 0 27	Claus, nickel, discount 80 per cent.		Per doz. ....	3 00 15 00	small lots and \$2.20 for carlots.	
" 1 inch .....	0 25 0 28	Claus, Japan, discount 67 1/2 per cent.		Claus, discount 35 per cent.		<b>COILED SPRING WIRE.</b>	
Russia Deep Sea .....	0 16	Claus, tailors, discount 40 per cent.		<b>THERMOMETERS.</b>		High Carbon, No. 9 .....	\$2 70
Jute .....	0 09	Seymour's, discount 50 and 10 per cent.		Tin case and dairy, 75 to 75 and 10 per cent.		" No. 11 .....	1 25
Lath Yarn, single .....	0 10	<b>SHOVELS AND SPADES.</b>		Traps (steel) .....		" No. 12 .....	2 25
" double .....	0 10 1/2	Canadian, discount 45 per cent.		Game, Newhouse, discount 25 per cent.		<b>WIRE CLOTH.</b>	
Sisal bed cord, 48 feet .....	per doz. 0 65	<b>SINKS.</b>		Game, H. & N. P. S. & W., 65 per cent.		Painted Screen, per 100 sq. ft., net ..	1 50
" 60 feet .....	0 80	Cast iron, 16 x 24 .....	0 85	Game, steel, 72 1/2, 75 per cent.		Terms, 2 per cent. off 30 days.	
" 72 feet .....	0 95	" 18 x 30 .....	1 00	<b>TROWELS.</b>		<b>WASHING MACHINES.</b>	
<b>RULES.</b>		" 18 x 36 .....	1 40	Diston's, discount 10 per cent.		Round, re-acting per doz. ....	56 00
Boxwood, discount 70 per cent.		<b>SNAPS.</b>		German .....	per doz. 4 75 6 00	Square .....	59 00
Ivory, discount 20 to 25 per cent.		Harness, German, discount 25 per cent.		S. & D., discount 35 per cent.		Eclipse, per doz .....	48 00
<b>SAD IRONS.</b>		Lock, Andrews' .....	4 50 11 50	<b>TWINES.</b>		Dowdell .....	56 00
Mrs. Potts, No. 55, polished .....	per set 0 80	<b>SOLDERING IRONS.</b>		Bag, Russian .....	per lb. 0 27	New Century, per doz .....	72 00
No. 50, nickel-plated, .....	0 90	1, 1 1/2-lb. ....	per lb. 0 37	Wrapping, cotton, 3-ply .....	0 24	Connor Improved .....	33 00
Common, plain .....	4 50	2-lb. or over .....	0 34	" 4-ply .....	0 27	Daisy .....	48 00
plated .....	5 50	<b>SQUARES.</b>		Mattress .....	per lb. 0 33 0 45	<b>WAINSCOT.</b>	
<b>SAND AND EMERY PAPER.</b>		Iron, No. 492 .....	per doz. 1 90 2 25	Staging .....	0 27 0 35	Leader .....	per doz. 30 00 33 00
R. & A. sand, discount, 40 and 5 per cent		" No. 493 .....	2 40 2 55	<b>VICES.</b>		Royal Canadian .....	24 00
Emery, discount 40 per cent.		" No. 494 .....	3 25 3 40	Wright's .....	0 13 1/2	Royal American .....	24 00
Emery (Burton's), 5 to 10 per cent. advance		Steel, discount 60 and 5 to 65 per cent.		Pipe Vise, Hinge, No. 1 .....	3 50	Sampson .....	24 00
on list		Try and Bevel, discount 50 to 52 1/2 per cent.		" No. 2 .....	4 50	Lightning .....	24 00
<b>STAMPED WARE.</b>		<b>RETIRED.</b>		Saw Vise .....	4 50 9 00	Terms, 4 months, or 2 per cent. 30 days.	
Plain, discount 75 and 12 1/2 per cent. off re-		Retained, discount 75 per cent. off revised list		<b>COLUMBIA HARDWARE CO.</b>		<b>WROUGHT IRON WASHERS.</b>	
vised list.				Blacksmiths' (discount) 60 per cent.		Canadian make, discount 40 per cent.	
				taralled (discount) 45 per cent.			



## TORONTO JUNCTION

## 54



## CLASSIFIED LIST OF ADVERTISEMENTS.

**Accountants and Auditors.**

Hoskins, David, Toronto.  
Jenkins & Hardy, Toronto.

**Aluminum Castings.**

Canadian Aluminum Works, Montreal.

**Anvils**

Taylor-Forbes Co., Guelph, Ont.

**Art Glass.**

St. George, H. E., London, Ont.

**Ash Sifter.**

Cutts, C. M., & Co., Toronto Junction.

**Axes, Hatchets, Scythes, etc.**

American Axe & Tool Co., Montreal.  
Dundas Axe Works, Dundas, Ont.

**Babbitt Metal.**

Canada Metal Co., Toronto.  
Fairbanks Co., Montreal and Toronto.

**Barristers, Solicitors, etc.**

Atwater, Duclos & Chauvin, Montreal.  
Tupper, Phippen & Tupper, Winnipeg.

**Belting, Hose, etc.**

Canadian Rubber Co. of Montreal.  
Dominion Belting Co., Hamilton.  
Gutta Percha and Rubber Mfg. Co., Toronto.

Sadler & Haworth, Montreal & Toronto.

**Bicycles and Accessories.**

Canada Cycle and Motor Co., Toronto Junction.  
Millen, John, & Son, Montreal and Toronto.

**Box Straps.**

Warrington, J. N., Montreal.

**Brass Goods.**

Jones & Barclay, Birmingham.  
Lewis, Rice, & Son, Toronto.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Nicklin, J., & Co., Birmingham, Eng.  
Penberthy Injector Co., Windsor, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Brushes and Brooms.**

Ramsay, A., & Son Co., Montreal.  
United Factories, Toronto.

**Business Brokers.**

The Locators, Winnipeg.

**Carpenters' and Builders' Tools and Supplies.**

Covert Mfg. Co., West Troy, N.Y.  
Fairbanks Co., Montreal and Toronto.  
Howland, H. S. Sons & Co., Toronto.  
Hyde, F., & Co., Montreal.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Lufkin Rule Co., Saginaw, Mich.  
Merrick, Anderson & Co., Winnipeg.  
Metallic Roofing Co., Toronto.  
Newman & Sons, Birmingham.  
North Bros. Mfg. Co., Philadelphia, Pa.  
Ontario Tack Co., Hamilton, Ont.  
Phillips, Chas. D., Newport, Eng.  
Smith & Hemenway Co., New York.  
Silica Barytic Stone Co., Ingersoll, Ont.  
Stanley Rule & Level Co., New Britain, Conn.  
Taylor-Forbes Co., Guelph, Ont.  
Wagoner Ladder Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.

**Carriage and Waggon Accessories.**

Covert Mfg. Co., West Troy, N.Y.

**Cattle and Trace Chains.**

Greening, B., Wire Co., Hamilton.  
Oneida Community Co., Niagara Falls.

**Chains—Heavy.**

Frothingham & Workman, Montreal.

**Churns.**

Maxwell, David, & Sons, St. Marys.

**Clippers—All Kinds.**

American Shearer Mfg. Co., Nashua, N.H.  
Burman & Sons, Birmingham, Eng.

**Clothes Reels.**

Wagoner Ladder Co., London, Ont.

**Concrete Block Machines.**

Concrete Block Machine Co., Toronto.

**Cordage.**

Canadian Cordage and Mfg. Co., Peterborough, Ont.  
Consumers' Cordage Co., Montreal.  
Hamilton Cotton Co., Hamilton.

**Cork Screws.**

Erie Specialty Co., Erie, Pa.

**Customs Brokers.**

Turnbull & Henderson, Vancouver, B.C.

**Cutlery—Razors, Scissors, etc.**

Birkett, Thos., & Son Co., Ottawa.  
Butler, Geo., & Co., Sheffield, Eng.  
Clausen Shear Co., Toronto.  
Dorson Bros. & Co., Montreal.  
Heinrich, R., Sons Co., Newark, N.J.  
Lamplough, F. W., & Co., Montreal.  
Silberstein, A. L., New York.  
Smith & Hemenway Co., New York.  
Walter, E. F., & Co., Montreal.  
Wiebusch & Hilger, New York.

**Educational.**

Metropolitan Business College, Ottawa.  
St. Margaret's College, Toronto.

**Electric Fixtures.**

Canadian Aluminum Works, Montreal.  
Falk, Stadelmann & Co., London, E.C.  
Morrison James, Mfg. Co., Toronto.  
Munderloh & Co., Montreal.  
Sayer Electric Co., Montreal.

**Files and Rasps.**

Barnett Co., G. & H., Philadelphia, Pa.  
Diston, Henry & Sons, Philadelphia, Pa.  
Grose, Walter, Montreal.

**Financial Institutions.**

Bradstreet Co.  
British America Assurance Co., Toronto.  
Canadian Bank of Commerce, Toronto.  
Confederation Life Ass., Toronto.  
Metropolitan Bank, Toronto.  
Reed, Jos. B. & Sons, Toronto.  
Western Assurance Co., Toronto.

**Firearms and Ammunition.**

Hamilton Rifle Co., Plymouth, Mich.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.  
Walter, E. F., & Co., Montreal.

**Food Choppers.**

Enterprise Mfg. Co., Philadelphia, Pa.  
Lamplough, F. W., & Co., Montreal.  
Smith & Hemenway Co., New York.

**Garden Tools.**

Stanforth, Thos., & Co.—J. S. Parkes, agent, Montreal.

**Gas Lamps and Sundries.**

Auer Light Co., Montreal.  
Falk, Stadelmann & Co., London, E.C.

**Glaziers' Diamonds.**

Sharratt & Newth, London, Eng.

**Glue.**

Grove Chemical Co., Lancashire, Eng.

**Hardware Specialties.**

Erie Specialty Co., Erie, Pa.

**Harvest Tools.**

Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

**Hollow Ware.**

Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

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Canadian Rubber Co. of Montreal.

**Horseshoes and Nails.**

Canada Horse Nail Co., Montreal.  
Peck Rolling Mills Co., Montreal.

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Gies, Philip, Berlin, Ont.  
Gurney Foundry Co., Toronto.

**Ice Cream Freezers.**

Dana Mfg. Co., Cincinnati, Ohio.  
North Bros. Mfg. Co., Philadelphia, Pa.  
White Mountain Freezer Co., Nashua, N.H.

**Ice Cutting Tools.**

Erie Specialty Co., Erie, Pa.  
North Bros. Mfg. Co., Philadelphia, Pa.

**Injectors—Automatic.**

Penberthy Injector Co., Windsor, Ont.

**Interior Metal Coverings.**

Galt Art Metal Works Co., Galt, Ont.

**Iron Pipe.**

Page-Hersey Iron and Tube Co., Guelph.

**Iron Pumps.**

McDougall, R., Co., Galt, Ont.

**Keys.**

Millen, John & Son, Montreal.

**Ladders—Extension.**

Wagoner Ladder Co., London, Ont.

**Lamps.**

Falk, Stadelmann & Co., London, E.C.

**Lanterns.**

Kemp Mfg. Co., Toronto.  
Ontario Lantern Co., Hamilton, Ont.  
Wright, E. T., & Co., Hamilton.

**Lawn Mowers.**

Maxwell, David, & Sons, St. Marys, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Ledgers and Office Stationery.**

Weese, G. A. & Son, Toronto.

**Lumbermen's Supplies.**

Birkett, Thos., & Son Co., Ottawa.

**Lye.**

Gillett, E. W., Co., Limited, Toronto.

**Machinery Supplies.**

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Canada Foundry Co., Toronto.  
Fairbanks Co., Montreal and Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Kerr Engine Co., Walkerville, Ont.  
Morrow Machine Screw Co., Ingersoll, Ont.  
Ontario Wind Engine and Pump Co., Toronto.  
Penberthy Injector Co., Windsor.

**Mantels.**

Batty Stove and Hardware Co., Toronto.

**Manufacturers' Agents.**

Gibb, Alexander, Montreal.

**Metals.**

Booth Copper Co., Toronto.  
Canada Iron Furnace Co., Midland, Ont.

Canada Metal Co., Toronto.  
Deseronto Iron Co., Deseronto, Ont.  
Gibb, Alexander, Montreal.  
Gilbertson, W., Pontardawe, Wales.  
Hankin, F., Montreal.  
Ironside, Son & Co., London, Eng.  
Jackson, G. F., & Co., Vancouver, B.C.  
Johnston, R. L., Clapham & Morris, Manchester, Eng.  
Kemp Mfg. Co., Toronto.  
Leslie, A. C., & Co., Montreal.  
London Rolling Mills Co., London, Ont.  
Lysaght, John, Bristol, Eng.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Peck Rolling Mills Co., Montreal.  
Samuel, Benjamin & Co., Toronto.  
Thompson, B. & S. H. & Co., Montreal.

**Metal Lath.**

Metallic Roofing Co., Toronto.

**Metal Polish, Emery Cloth, etc.**

Anglo-Canadian Supply Co., Toronto.  
Solarine Company, Chicago.  
Oakley, John, & Sons, London, Eng.

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Cutts, C. M., & Co., Toronto Junction.

**Milk Cans and Trimmings.**

Davidson, Thos., Mfg. Co., Montreal.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London, Ont.  
Wright, E. T., & Co., Hamilton, Ont.

**Mops.**

Tarbox Bros., Toronto.

**Nails and Spikes.**

Peck Rolling Mills Co., Montreal.

**Office Furniture.**

Office Specialty Mfg. Co., Toronto.

**Paints, Oils and Glass.**

Alabastine Co., Paris, Ont.  
American Window Glass Co., Montreal.  
Berry Bros., Detroit and Walkerville.  
Canada Paint Co., Montreal.  
Consolidated Plate Glass Co., Toronto.  
Dods, P. D., & Co., Montreal.  
Dominion Linseed Oil Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. C., & Co., Montreal.  
Lucas, John, & Co., Philadelphia, Pa.  
Luxfer Prism Co., Toronto.  
McArthur, Corneille & Co., Montreal.  
McCaskey, Dougall & Co., Montreal.  
Merrick, Anderson & Co., Winnipeg.  
Nobles & Hoare, London, Eng.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works, Windsor, Ont.  
Thorne, R. E., Montreal.

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United Factories, Toronto.

**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**

Bullard Automatic Wrench Co., Providence, R.I.  
Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gies, Philip, Berlin, Ont.  
Jardine, A. B., & Co., Hespeler, Ont.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Page-Hersey Iron & Tube Co., Guelph.  
Standard Ideal Sanitary Co., Port Hope.

**Portland Cement.**

Hanover Portland Cement Co., Hanover, Ont.

**Poultry Netting.**

Page Wire Fence Co., Walkerville, Ont.

**Refrigerators.**

Davidson, Thos., Mfg. Co., Montreal.  
Ham & Nott Co., Brantford, Ont.  
Sanderson-Harold Co., Paris, Ont.

**Roofing Supplies.**

Bird, J. A. & W., & Co., Boston.  
Jenking, A. C., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.

**Saws.**

Diston, Henry, & Sons, Philadelphia, Pa.  
Shurly & Dietrich, Galt, Ont.

**Sap Buckets and Spouts.**

Kemp Mfg. Co., Toronto.

**Scalers.**

Fairbanks Co., Montreal and Toronto.  
Gurney Scale Co., Hamilton, Ont.  
New-Warren Scale Co., Montreal.

**Screen Doors and Windows.**

Sanderson-Harold Co., Paris, Ont.  
United Factories, Toronto.

**Screws, Nuts, Bolts.**

Acme Lath Products Co., Manchester.  
Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
Canada Foundry Co., Toronto.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.

**Sewer Pipes.**

Canadian Sewer Pipe Co., Hamilton.  
Hyde, F., & Co., Montreal.

**Shelf Boxes.**

Bennett Mfg. Co., Pickering, Ont.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Ship Chandlery.**

Lewis, Rice, & Son, Toronto.

**Silver-Plated Ware.**

Ontario Silver Co., Niagara Falls.

**Sporting Goods.**

Fisher, A. D., Toronto.  
Lewis, Rice, & Son, Toronto.

**Stable Fixtures.**

Greening, B. Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls, Ont.

**Stamps, Stencils, etc.**

Superior Mfg. Co., Toronto.

**Steel Rails.**

Algoma Steel Co.—Drummond, McCall & Co., Agents, Montreal.  
Jackson, O. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

**Stock Food.**

Colonial Stock Food Co., Toronto.  
International Stock Food Co., Toronto.  
Naisbitt Co., Toronto.

**Store Lighting.**

Auer Light Co., Montreal.  
Grose, Walter, Montreal.

**Stoves and Tinware, Radiators, Furnaces, etc.**

Batty Stove & Hardware Co., Toronto.  
Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Gies, F., Berlin, Ont.  
Guelph Foundry Co., Guelph.  
Gurney Foundry Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
Merrick, Anderson & Co., Winnipeg.  
St. Arnaud Freres, Montreal.  
Stewart James Mfg. Co., Woodstock.  
Telephone City Stoves, Stratford.  
Wright, E. T., & Co., Hamilton.

**Stove Polish.**

St. Arnaud Freres, Montreal.

**Tacks.**

Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.  
Wynn, T. H., Hamilton.

**Traps.**

Mast, J. M., Mfg. Co., Lititz, Pa.

**Vises.**

Lamplough, F. W., & Co., Montreal.

**Wall Coating.**

Alabastine Co., Paris, Ont.

**Wall Paper.**

Staunton's Limited, Toronto.

**Wall Paper Trimmer.**

Ridgeley Trimmer Co., Springfield.

**Warehouse Trucks.**

Fairbanks Co., Montreal.

**Washing Machines, etc.**

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Connor, J. H., & Son, Ottawa.  
Dowswell Mfg. Co., Hamilton, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Wholesale Hardware.**

Birkett, Thos., & Son Co., Ottawa.  
Frothingham & Workman, Montreal.  
Howland, H. S. Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Merrick, Anderson & Co., Winnipeg.

**Window and Sidewalk Prisms.**

Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.

**Window Cards and Signs.**

Martell-Stewart Co., Montreal.

**Wire Springs.**

Henderson, J. A., Montreal.  
Wallace, Barnes Co., Bristol, Conn.

**Wire, Wire Rope, Cow Ties, Fencing Tools, etc.**

Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
American Steel and Wire Co., New York, Montreal, Chicago.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal and Toronto.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor-Banwell Fence Co., Windsor, Ont.  
Merrick, Anderson & Co., Winnipeg.  
Oneida Community, Niagara Falls.  
Owen Sound Wire Fence Co., Owen Sound.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F., & Co., Montreal.  
Western Wire & Nail Co., London, Ont.

**Woodenware.**

Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Wagoner Ladder Co., London, Ont.

**Wrapping Papers.**

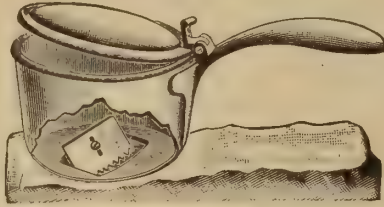
Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



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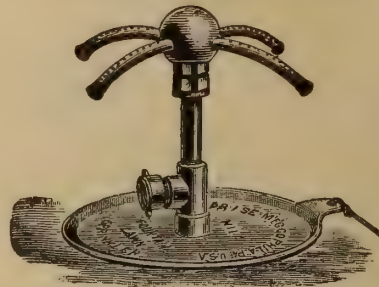
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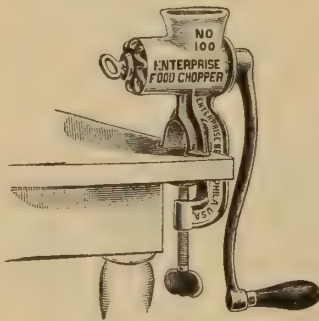
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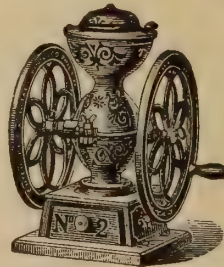
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VOL. XVII.

MONTREAL AND TORONTO, FEBRUARY 18, 1905

NO. 7

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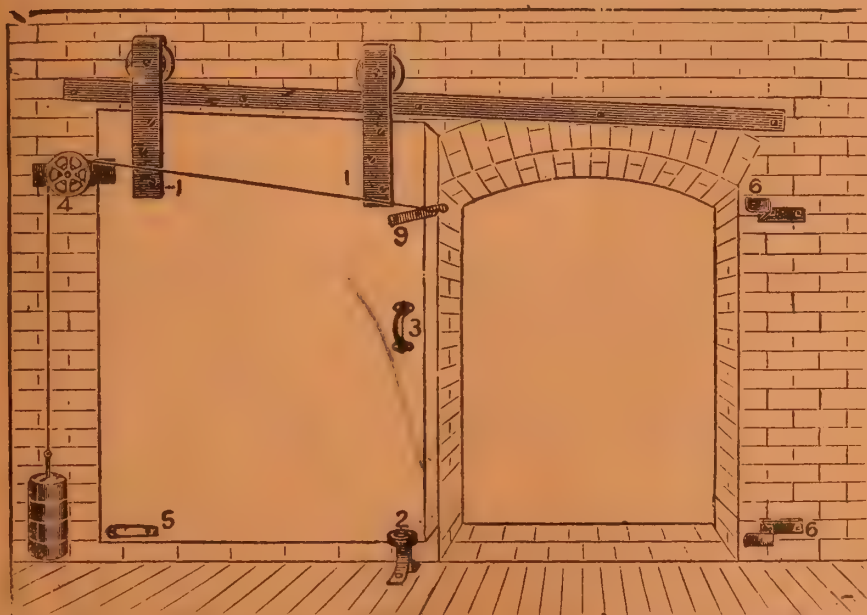
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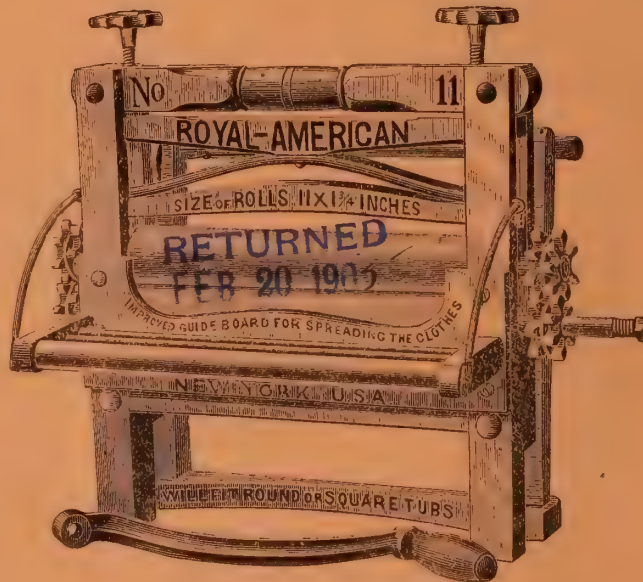


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Coffee Grinder

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MANGLES  
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CARPET  
BEATERS  
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COFFEE  
MACHINES  
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SCALES  
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ETC.



Coffee Grinder

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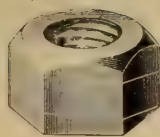
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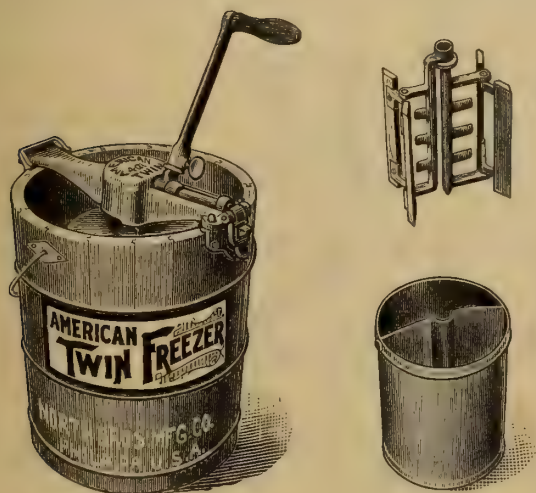
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"LIGHTNING"



"GEM"

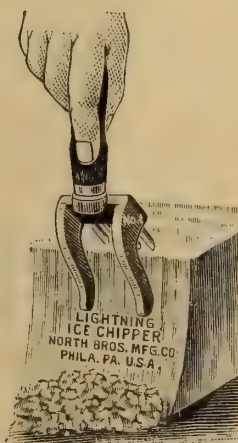


"BLIZZARD"



**THE BEST ICE CREAM FREEZERS** in practical use, because convenient,  
ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts  
with little bother and less work.

**THE ONLY FREEZERS MADE** having Cedar Pails with Electric Welded Wire Hoops,  
Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.



"LIGHTNING"  
ICE CHIPPERS



"CROWN"  
ICE CHIPPERS



"GEM"  
ICE SHAVE



# SAP SPOUTS

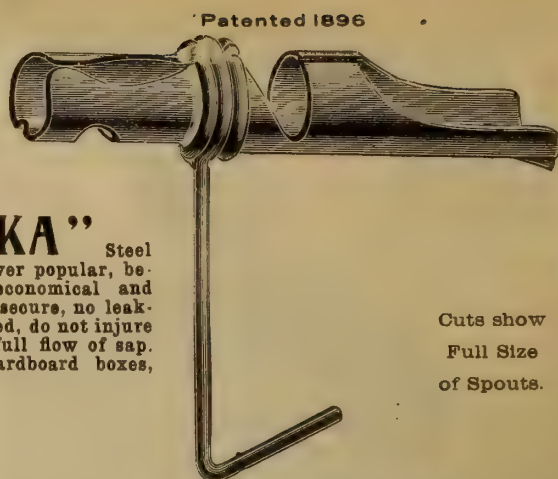
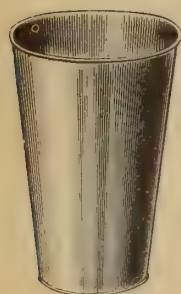
## STEEL



Supplied with or without hooks

### THE "EUREKA"

Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

Cuts show  
Full Size  
of Spouts.

Long Pattern

## SAP BUCKETS

SUBSTANTIALLY MADE



Western Pattern

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE  
AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

Prices  
and  
Samples  
on  
Application.

### "IMPERIAL" TAPERED



Made from heavy tinned sheets  
especially adapted

FOR COVERED  
SAP  
BUCKETS

The THOS. DAVIDSON MFG. CO., Limited, ... MONTREAL

# COPPER SHEETS

Hot Rolled

Cold Rolled

WRITE FOR PRICES

## M. & L. Samuel, Benjamin & Co.

503 Temple Building - TORONTO.

English House—16 Philpot Lane, LONDON, ENGLAND.



# Profitable Peavies

**P**ROFITABLE Peavies aren't always those that cost the least. Far too often, to the dealer, they prove to be the most unprofitable. Perhaps you know what we mean. Our experience has been that a profitable business can't be built on poor goods, and this remark does not omit the Peavy proposition, either. The strength of our argument is in the handle and forgings. You'll feel them if you take up the line. Won't you give us the opportunity to quote?

RETURNED

FEB 20 1905

To Montreal

Feb 18/05

Cut Book 30

Page 37

20

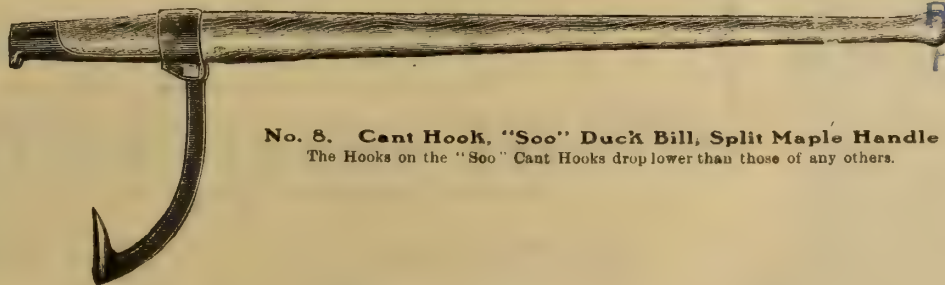


No. 3. "Soo" Duck Bill Peavy. Handle 4½, 5, 5½ ft.



No. 39. Peavy Handle, 4½, 5, 5½ and 6 foot lengths

RETURNED  
FEB 20 1905



No. 8. Cant Hook, "Soo" Duck Bill, Split Maple Handle  
The Hooks on the "Soo" Cant Hooks drop lower than those of any others.

RETURNED  
FEB 20 1905

Always  
address the  
Montreal  
Office

**Lewis Bros. & Co.**  
Importers and Distributors  
**M o n t r e a l**

Toronto  
Ottawa  
Calgary  
Vancouver



IT WILL PAY YOU TO

**HANDLE HILGER'S HARDWARE**GUARANTEED BEST QUALITY

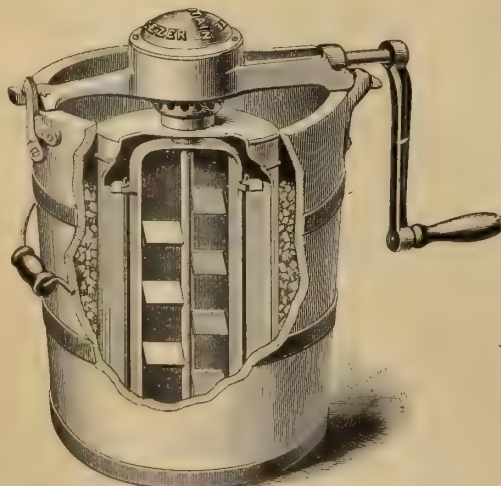
CANADIAN AGENTS:

**E. F. WALTER & CO.,** 166 and 168 McGill St., **Montreal**

Saturday, February 18, 1905.

SOME OF YOU ARE FINDING IT HARD ENOUGH WORK  
SELLING WASHING MACHINES.WHY? JUST BECAUSE YOU HAVEN'T THE RIGHT  
MACHINE.

**THE TWENTIETH CENTURY** is the one to sell. It  
is as nearly automatic  
as it is possible for a machine of this sort to be. It appeals to the judgment—your  
judgment and your customer's.

*Get our Catalogue, free for the asking, and see for yourself.***THE DOWSWELL MNFG. COMPANY, Limited, Hamilton.****The "White Mountain"**

**THE ONLY**  
**TRIPLE MOTION**  
**ICE CREAM FREEZER**

**No Experiment****Thoroughly Known****Many Years Tested****SALES INCREASING ALL THE TIME***New Illustrated and Descriptive Catalogue, together with prices, upon application***The McClary Manufacturing Co.**

LONDON    TORONTO    MONTREAL    WINNIPEG    VANCOUVER    AND ST. JOHN, N.B.

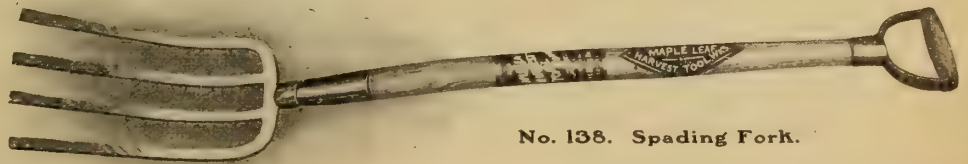


# Have You Seen Them ?

For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



No. 122. Manure Fork.



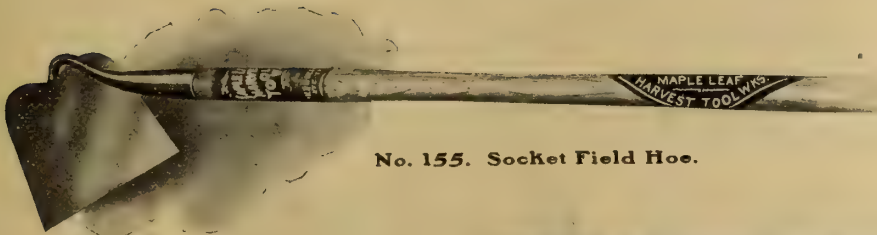
No. 138. Spading Fork.



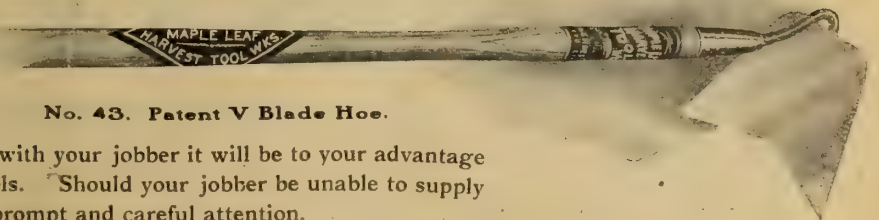
No. 243. Beet Fork.



No. 108 Hay Fork.



No. 155. Socket Field Hoe.



No. 43. Patent V Blade Hoe.

## TO THE HARDWARE TRADE—

When placing your order for harvest tools with your jobber it will be to your advantage to **specify** for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

**The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.**



**ONTARIO SILVER CO.,**

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and  
ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

**NEWMAN'S PATENT  
INVINCIBLE FLOOR SPRINGS**Combine all the qualities desirable in a Door  
Closer. They work silently and effectively, and  
never get out of order. In use in many of the  
public buildings throughout Great Britain and  
the Colonies.

MADE SOLELY BY

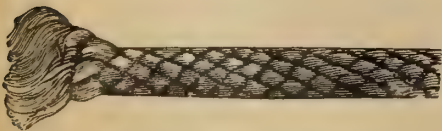
**W. NEWMAN & SONS, Birmingham.****Orlan Clyde Cullen, C.E.L.L.M.**Counsellor at Law U.S. Supreme Court.  
Registered Attorney U.S. Patent Office,U.S. and Foreign Patents, Caveats, Copy-  
rights and Trade Marks. Military and  
Naval Inventions a specialty. Address,

Box 264, Station G, Washington, D.C.

**GUN SHOP and MODEL SHOP**Warren White Sulphur Springs,  
Totten P.O., Virginia.A Popular, Profit-  
able and Seasonable  
Line to Handle.Dennis'  
Flexible Steel Wire  
Door Mats**DENNIS WIRE AND IRON CO.**

Send for Catalogue.

LONDON, ONT

**Buy the Best.****HERCULES**

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



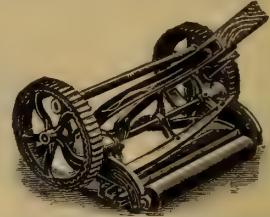
Steel Frame Support.

**DAVID MAXWELL & SONS**

ST. MARYS, ONT., CANADA.

**"Maxwell Favorite Churn."****PATENTED  
FEATURES:**Improved Steel  
Stand, Roller  
Bearings, and Foot and Hand Lever Drive, and Detachable Driving  
Link. Improved for season of 1904. Steel or Wood Frame as desired.**Lawn Mowers.**High and Low Wheels, from 12 in. to  
20 in. widths. Cold Rolled Steel  
Shafting, Crucible Steel Knives and  
Cutting Plate.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.****MAXWELL MOWER**

8-in. Low Wheel.

**Wheelbarrows.**In Four  
Different  
Sizes.**SMALL  
DROP  
FORGINGS**

Send Samples or Specifications for prices.

**THE WALLACE BARNES CO.**

BRISTOL, CONN.

**IF**

you require a cheaper quality sheet than

**"SWORD & TORCH"**

ASK FOR

**"THREE CASTLES & KEY"**

specially made for corrugating purposes—PRICE LOWEST.

Agent for

**J. A. HENDERSON,**

Board of Trade Bldg., MONTREAL,

**T. W. & J. WALKER,**

WOLVERHAMPTON

**STANLEY RULE & LEVEL CO.,**

NEW BRITAIN, CONN., U.S.A.

**IMPROVED CARPENTERS'  
TOOLS****SOLD BY ALL HARDWARE  
DEALERS.**



# PERFORATED SHEET METALS

IN

**Brass, Copper, Steel, Etc.**

All sizes of perforations and  
thickness of metals for

**Miner's Use,  
Grain Cleaning Machinery,  
Bee Keepers,  
Malt Kiln Floors, Etc.**

**THE B. GREENING WIRE CO.  
LIMITED**

HAMILTON, ONT. MONTREAL, P.Q.

# Dillon-Hinge-Stay

Why handle Barb and Coiled Wire at no profit when you  
can have a fair margin on our

**DILLON FENCING.**



Got up specially for the hardware trade.

Easily put up and at the most moderate prices.

**Write for Prices in Car or Small Lots.**

**OWEN SOUND WIRE FENCE CO., LIMITED,**

Owen Sound, Ont.

**CAVERHILL, LEARMONT & CO.,**

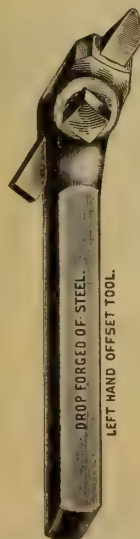
Eastern and Western Agents,

Montreal and Winnipeg.



## ARMSTRONG TOOL HOLDERS

ARE IN A CLASS BY THEMSELVES.



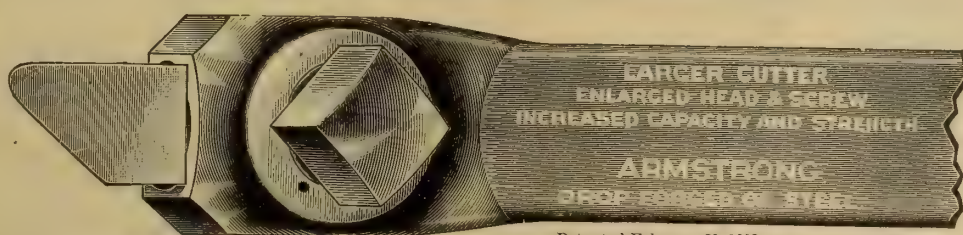
LEFT HAND OFFSET TOOL.

**GOLD  
MEDAL**  
HIGHEST AWARD

at  
**Saint  
Louis**



Patented May 28, 1901.



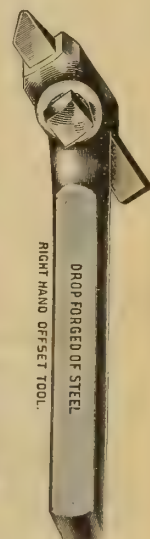
Patented February 28, 1893, and patent applied for.

**for Economy, Convenience, Orig-  
inality and General Excellence.**

Write  
for  
Catalog.



Boring Tool. Patented March 12, 1895.



RIGHT HAND OFFSET TOOL.

**Armstrong Bros. Tool Co.,** "THE TOOL  
HOLDER PEOPLE" **669 Austin Ave., Chicago, U.S.A.**

FOREIGN AGENTS—Chas. Churchill & Co., Ltd., London, Manchester, Birmingham, Glasgow. Schuchardt & Schutte, Berlin, Brussels, Vienna, St. Petersburg. G. Koepfen & Co., Moscow. C. S. Christensen, Christiania. Palmer & Co., Wellington, New Zealand. Societe de Produits Metallurgique, Nancy, France. J. W. Smith, City of Mexico.

IMITATIONS ARE UNSATISFACTORY—INFRINGEMENTS ARE UNLAWFUL.





— T O - D A Y —

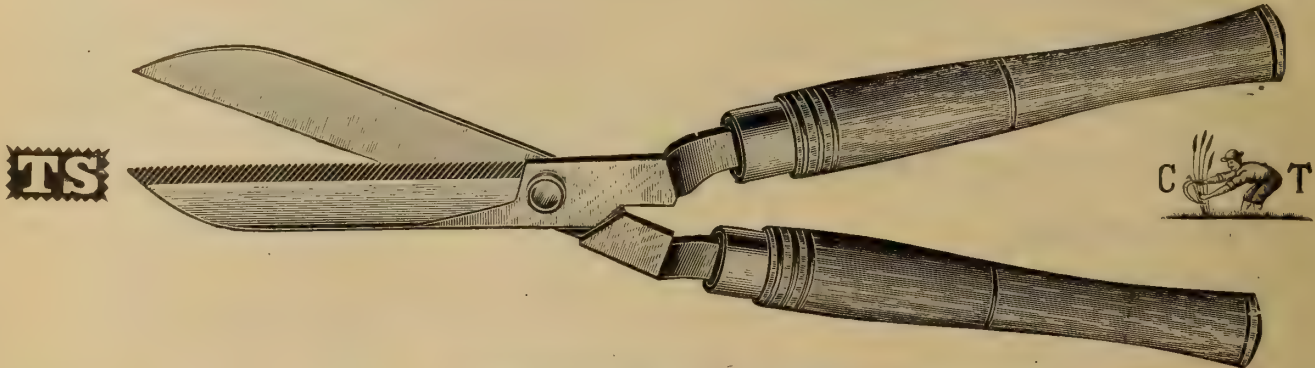
We wish to draw the ATTENTION of the Hardware Trade to our

## PATENT "GRIPPER" SHEAR

Made of SOLID steel, specially SELECTED and HAND FORGED.

The Lower blade has a "SERRATED" or toothed edge, enabling them to cut SWEETER and CLEANER and with GREATER EASE than any shear made, they combine the QUICKNESS of the KNIFE with the PRECISION of the SAW.

Cost a few cents more but will do TWICE the work.

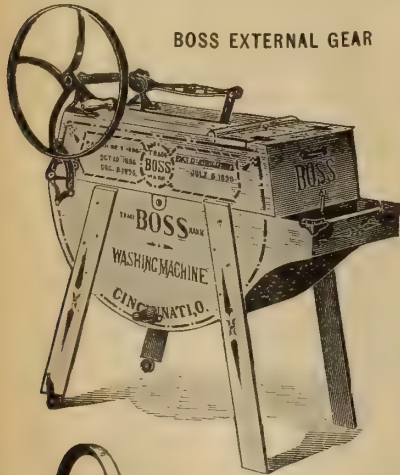


WARRANTED "HAND FORCED"

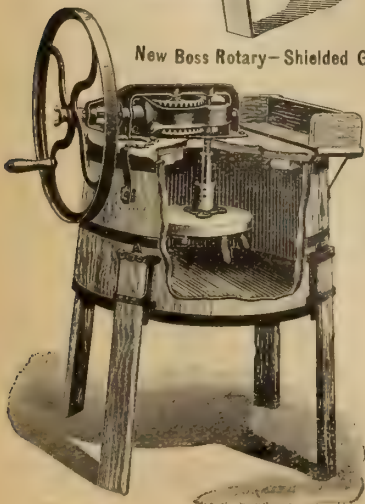
Manufactured by **Thos. Staniforth & Co., Hackenthorne, Sheffield, Eng.**

If your jobber does not keep them write J. S. PARKES, 446-448 St. Paul St., Montreal, and he will tell you who does.

BOSS EXTERNAL GEAR



New Boss Rotary—Shielded Gears



## The World's Most Famous WASHERS

*Made by the largest Washing Machine Factory in the world.  
Capacity, 600 machines per day.*

### They Are Not Cheap Goods

as goods of such quality would not have permitted of thriving success and present standing of our Washers, and daily capacity.

*Ask your nearest Hardware Jobber for samples, and insist upon his furnishing Washers bearing our stamp.*

They are the most profitable to handle, because they sell readily. Write to us for catalogue. Address

**BOSS WASHING MACHINE CO.**  
CINCINNATI, OHIO, U. S. A.

1904 AUTOMATIC





## All the tools

a forger or blacksmith needs are to be found in our stocks.

None but the best makers' goods.

## Frothingham and Workman, Limited

Wholesale  
Hardware and Iron  
Merchants,  
Montreal, Canada.

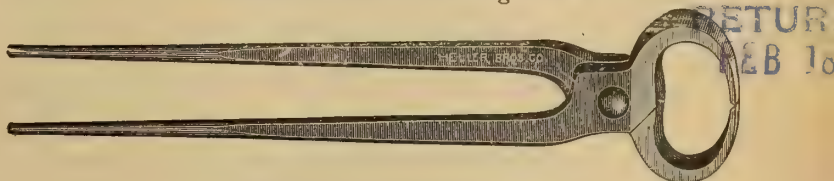
For 96 years sellers of  
Hardware.



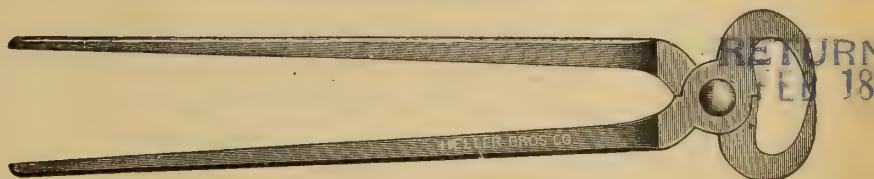
V Pattern Blacksmiths' Tongs.



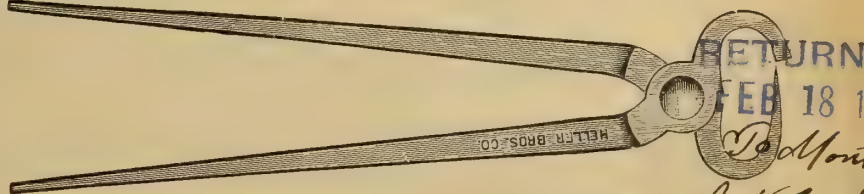
Common Blacksmiths' Tongs.



Horseshoers' Pincers.

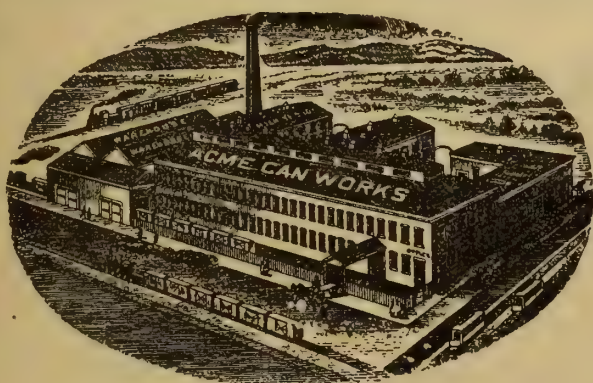


Farriers' Cutting Nippers.



Farriers' Hoof Parers.

*To be  
Cut Book  
Page 34*



**When in Need of Cans, Serve Your  
Best Interests and Consult Us.**

## Acme Can Works

make the largest as-  
sortment of any fac-  
tory in America of  
**TIN CANS** by the  
latest up-to-date automatic machinery.

We are the only makers in Canada of  
**KEY-OPENING MEAT CANS, POULTRY CANS.**

Manufacturers for Canada of \_\_\_\_\_ They are our specialties.

## Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable	}	Cans	}	Lard, Syrup, Butter	}	Pails
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## ACME CAN WORKS

Ontario Street East, - - MONTREAL, P.Q.

## CANADIAN CORDAGE & MFG. CO., Limited

# CORDAGE

OF EVERY DESCRIPTION.

MANILA ROPE,  
SISAL ROPE,  
LATHYARN.

# BINDER TWINE:

SISAL,  
STANDARD,  
MANILA.

All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

We guarantee our goods to be absolutely Pure and free from all sub-  
stances calculated to increase weight. Consumers will find on careful  
test that our goods are the Most Economical, Highest quality, Low prices.

Wire, Write or 'Phone

## Canadian Cordage & Mfg. Co.

Long Distance 'Phone 162

LIMITED

PETERBOROUGH, ONTARIO, CANADA



# CANADIAN MACHINERY

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## AND MANUFACTURING NEWS

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**H**AS already won its place in Canada as the authority on all matters pertaining to machinery and power.

**I**T is devoted to the machinery and electrical trades, and to all users of power, and it is circulated thoroughly in all parts of Canada.

**E**VERY mill or factory owner or superintendent, all manufacturers, all stationary engineers; in short, every Canadian interested in machinery or power equipment will want CANADIAN MACHINERY.

**R**EAD what a few firms have said about it:

THE CANADA CHEMICAL MFG. CO.,  
Limited,  
LONDON, CANADA.

"A few weeks ago your representative called on us regarding your new paper, but I am afraid I did not get the idea that "*Machinery*" was to be as splendid a paper as the first issue, which I just received, shows it to be."

THE E. LONG MANUFACTURING CO.,  
ORILLIA, ONT.

"We received copy of "*Canadian Machinery*," and we are very much pleased with first issue."

MCCORMICK, GERRARD & ELLARD,  
Machinists and Founders,  
OTTAWA, ONT.

"Might say your January number sent us is considered by us and all who have seen same to be far the best paper of its kind published in this country, especially the Industrial News, which cannot be surpassed."

**Hundreds of others have expressed the same opinion in writing and in conversation.**

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## Subscription Agents

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### wanted at once

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- ☞ We have guaranteed a circulation of 8,000 for CANADIAN MACHINERY each month.
- ☞ The Post Office Department compels us to pay exceptionally high postage on all papers to non-subscribers.
- ☞ We must and will maintain our guarantee of circulation.
- ☞ Therefore, we must get 8,000 subscribers at once. Already we have over half that number, but we are in a hurry to get the rest.
- ☞ Therefore we want subscription agents at once, and are willing to give them a chance to earn good money while working for us.
- ☞ We want a man in every town in Canada.

**Write for full**  

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**particulars to:**  

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Subscription Department  
**MacLean Publishing Co.,**  
10 Front St. E., Toronto



# Binder Twine

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BLUE RIBBON, 650 ft. to the lb.

REDCAP, - 600 ft. to the lb.

TIGER, - - 550 ft. to the lb.

STANDARD, 500 ft. to the lb.

GOLDEN CROWN, 500 ft. to the lb.

---

Still the Favorites of both FARMERS and DEALERS.

---

If **SHEAF BRAND** is preferred to any of the above, we are prepared to supply it, as we are the Proprietors of this Trade Mark.

*Nothing but Select Fibre Used.  
Skilled Canadian Labor.*

Our Twine is not only evenly spun, but is WELL BALLED.  
This is very important, prevents tangling in Twine Box  
Write for prices.

## CONSUMERS CORDAGE CO., Limited

Mills—MONTREAL and HALIFAX.

MONTREAL.

BRANCHES :

W. A. C. Hamilton, Toronto, Ont.  
Merrick Anderson & Co., Winnipeg, Man.  
Consumers Cordage Co., Ltd., St. John, N.B.

F. H. Andrews & Son, Quebec, Que.  
MacIowan & Co., Vancouver, B.C.



Established OverFifty Years.SIR H. MONTAGU ALLAN,  
President.D. LORNE MCGIBBON,  
General Manager.**EVERYTHING IN****RUBBER GOODS**ALWAYS UNIFORM  
ALWAYS RELIABLE  
ALWAYS IN DEMANDHIGH QUALITY  
HONEST SERVICE  
COMPLETE SATISFACTION**"Red Star"**  
Sheet  
Packing**"Red Star"** is the original **High-Grade Sheet Packing**, a winner all the time.

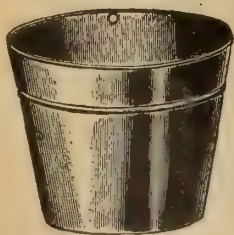
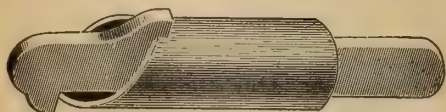
Some of the other Packings are good Packings, but—

**"Red Star"** is without a Rival.

Write for a Free Sample.

Sales Branches and Warehouses:172 Granville St.,  
Halifax, N.S.Imperial Bank Building,  
Montreal, Que.Front and Yonge Sts.,  
Toronto, Ont.Princess St.,  
Winnipeg, Man.Cordova St.,  
Vancouver, B.C.**THE CANADIAN RUBBER CO. OF MONTREAL.**

# Sap Buckets and Spiles

**FLARING OR WEST-ERN  
PATTERN  
SAP BUCKETS****2 SIZES.****QUARTS 6 AND 10.****STRAIGHT PATTERN  
SAP BUCKETS****3 SIZES.****NOS. 8, 12, 16.****E. T. PATTERN SAP  
SPOUTS***Made from tinned steel.*WE CAN SUPPLY THE EUREKA  
SAP SPOUT IF DESIRED.TIN PLATES IN ALL STANDARD  
SIZES AND QUALITIES.WE WILL BE PLEASED TO  
QUOTE YOU.**MAPLE LEAF SAP SPOUTS***Made from bronzed steel.***KEMP MANUFACTURING CO., TORONTO, CANADA.**



# Western Hardware Dealers' Convention

Special Telegraphic Report for "Hardware and Metal."

Winnipeg, Man., Feb. 15, 1905.

**S**UCCESSFUL almost beyond expectation was the first annual meeting of the Western Retail Hardware and Stove Dealers' Association held in this city on Tuesday. More than one hundred members from all parts of the West were present and the utmost enthusiasm in the work of the association was manifested. President James A. Lindsay, of the J. H. Ashdown Co., Winnipeg, presided at the meetings.

PAID SECRETARY.

A most important step was taken by

was advanced to \$10. The co-operation of the travelers is to be sought in securing new members.

EVENING MEETING.

At the evening meeting, representa-

sulted. A resolution was unanimously passed requesting the jobbers respectfully to confine their trade to the legitimate retail hardware trade. This resolution was a result of the complaints of various members that sales had been made by jobbers at wholesale prices to contractors and others not in the trade. Assurances were given by the representatives of the jobbers present that they were most anxious to meet the views of the association.

Interesting addresses were given by Messrs. J. H. Ashdown, Hyman Miller and G. F. Stephenson on behalf of the wholesalers.

Mr. Ashdown pointed out that long



James A. Lindsay, Winnipeg.

President of the Western Retail Hardware and Stove Dealers' Association.



A. J. Falconer, Deloraine.

President, Manitoba Branch of the Western Association.

tives from the wholesale houses were present and an interesting discussion re-



Wm. W. Lindsay, Winnipeg.

Secretary, Western Retail Hardware and Stove Dealers' Association.

credits are a greater evil than price cutting and he urged that action should be taken to lessen this evil. He was supported in his contention by Messrs. Miller and Stephenson who followed in similar strain.

INSURANCE.

A proposal for mutual fire insurance was advocated by Mr. Oliver Gilmore in a stirring speech. He pointed out the merits of an association scheme of insurance in a clear and concise manner. The proposition was referred for further investigation to the secretary.



Chairman Robert Wyatt, Winnipeg.  
2nd Vice-President Western Association.

the association in the decision to engage a paid secretary to superintend the various interests of the association. A membership campaign will be organized by him. He will also construct a minimum scale of prices for Western dealers. For this purpose the country will be divided into various districts. Different towns on the same line of railway will be grouped together. For these districts the secretary, with the advice of the members will arrange price schedules. In order to raise the necessary funds to pay the secretary, the membership fee



The following officers of both the Western and Manitoba Associations were re-elected unanimously:

**WESTERN OFFICERS**

President—J. A. Lindsay, of the J. H. Ashdown Co., Winnipeg.



C. A. Baskerville, Winnipeg,  
Treasurer, Western Retail Hardware and Stove Dealers' Association.

First Vice-President—J. W. Smith, of the Smith & Ferguson Co., Regina.

Second Vice-President—Robt. Wyatt, Winnipeg.

Treasurer—C. A. Baskerville, Winnipeg.



Mr. H. S. Price, Boissevain, Man.  
Member Executive Committee of Western Retail Hardware and Stove Dealers' Association.

Secretary—W. W. Lindsay, Winnipeg.

Executive—James Ross, Edmonton; C. F. Comer, Calgary; A. F. Grady, Mc-

Leod; G. R. Smith, Moose Jaw; T. J. Agnew, Prince Albert; A. S. Smith, Moosomin; H. S. Price, Boissevain; J. L. Gilhuly, Arden; Fred Babb, Portage la Prairie.

**MANITOBA OFFICERS.**

President—A. J. Falconer, Deloraine.  
First Vice-President—J. B. Curran, Brandon.

Second Vice-President—G. Silvester, Elkhorn.

Treasurer—E. H. Johnson, Brandon.

Secretary—A. P. McDonald, Winnipeg.

Executive—A. P. Brown, Morden; J. Chalmers, Pilot Mound; John Hunter, Harney; T. E. Poole, Baldur; J. J. Armstrong, Carberry; B. R. Hamilton, Neepawa; Fred. Barr, Oak River; Wm. Bridgett, Virden; A. J. McPherson, Dauphin.

**THE CHANCE FOR THE YOUNG MAN.**

By F. S. K.

**STANDARD OF SUCCESS.**

EVERY young man is desirous of succeeding in life. The method of attaining such is a problem that confronts every youth of lofty thoughts and high ideals in the country and what constitutes success is often left to the individual himself to decide. The earlier in life we realize the fact that true success is not measured in dollars or cents, lands or mortgages, the better are our prospects for getting most out of this life. Let anyone by way of experiment think of ten men of his acquaintance who set out with the purpose of securing wealth, and have been successful therein, and call up ten others at random who have got on well without great acquisitions, and in which group will he find the most happiness, the most real enjoyment in being. It does not take long to decide. It is a notable fact that the man who worships the golden calf becomes narrowed and dulled to the real enjoyment of life. The thought recalls the words of Hood when he wrote:

"Gold, gold, gold,  
Bright and yellow, hard and cold,  
Molten, graven hammered and rolled,  
Heavy to get, and light to hold;  
Hoarded, bartered, bought and sold,  
Stolen, borrowed, squandered, doled;  
Spurned by the young but hooved by  
the old,

To the very verge of the churchyard  
mould:

Price of many a crime untold;  
Good or bad a thousandfold."

In his poem on the "Character of the Happy Warrior," Wordsworth describes

his ideal of a truly successful man and an analysis reveals and lays bare the character. He is a man who is prompted by a noble nature, is guided by reason, is steadfast in doing his duty and always ready for an emergency. loves his home and friends and meets reverses calmly but knows no discouragement. This man cannot escape being successful.

**POSSIBILITIES AT HOME.**

How many a hardware clerk who reads this is looking out beyond the realm of his present environment, to the distant fields that are green, or to the western hills that are golden; and yet fails to realize that within himself, and within the bounds of his present position, there are possibilities and chances, to the extent of which there are no narrow limitations. Oftentimes matters do not go as they should, the boss is cross, maybe, and the customer is possessed of a spirit of bantering to an unusual degree. It is at such times that the ambitious apprentice, or the new-fledged journeyman with a roving disposition thinks it time for a change and without properly weighing the situation seeks another place, only to find that he was better off before. It is just at such times of depression and dissatisfaction that the young man of character has a chance to show himself. There is a proverb that says: "He who is governed by circumstances governs naught, but he who governs circumstances governs naught," and while this may not be apparent to all of us, it is nevertheless true. To stay at home and become master of circumstances there, is a far higher guarantee of success than to leave and move at every changing impulse.

The story is told of an ancient Persian, who lived on the shore of the river Indus, named Ali Hafed. He dwelt in a beautiful cottage, from which he

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could look down the mountain side upon the magnificent river, and even away to the great sea. He had a lovely wife and intelligent children. He had an extensive farm, with fields of grain, orchards of fruit, gardens of flowers, and miles of forest. He owed no one and had money at interest. He was a wealthy and contented man. Wealthy because he was contented, and contented because he was wealthy. One day the old Persian was visited by one of the wise priests of Budda, the latter told him about the world and the wealth that it contained and of the fabulous value of diamonds, that were to be had for the searching. Ali Hafed went to his bed that night a poor man. He was poor because he was discontented, and discontented because he thought he was poor. He wanted to find diamonds. Forthwith he sold his farm, collected the money he had at interest and wandered through Arabia, Egypt and Palestine. Years went by. At last, his money gone, himself in starvation and rags, he was standing on the coast of Spain and was swept out by a tidal wave to his death.

His successor on the farm was an observant man and contented. One day when leading his camel to the garden to drink, he noticed a brilliant gleam of a gem at the bottom of the spring and carried the stone into the house. Later the priest returned and noticed the stone, which was a valuable diamond. On stirring up the sands they found countless gems of infinite value. Had Ali Hafed remained at home, instead of poverty, starvation and death, he would have had countless wealth in his own home.

This story is not intended to point out that the young man should be content with his present position, but that when he is in his home town or village, behind the counter there is wealth to be found for the observant, maybe, not so much in actual money, but in friends and influence and position.

A number of years ago record was made of the millionaires in three of the great cities in the United States and it showed that at least ninety-four out of every hundred, found their first fortune in some humble place at home. A list of a few of the things that made these men wealthy included rats, dogs, fence posts, blacking, cheese, whey, old bones, tar, cement, reapers, hair-pins, dried apples, shoe nails, oil lamps, wicks, buttons, music, jackknife, tinware, clothes-pins, fly traps, etc. This



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Equally suitable for shingle roofs or shingle sidings. Creosote is the best wood preservative known. When combined with the proper coloring pigments it produces a stain of great beauty and one that effectually prevents decay of the wood.

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is taking the purely sordid view of gain, but goes to show that the chances for the young man of ambition and resource are better at home than abroad.

Many a young fellow will say "it's just my luck, there's so and so, he went to the city and is getting along well, and another friend gets to college and has such a chance, while I must stay tied up here," while at the same time he may be infinitely better off than either, provided he has made proper use of his time. The youth away sends home glowing accounts of his progress and the other fellow at college tells of the glorious times, neither mentioning the set backs and struggles to get along.

### SUGGESTIONS.

It is not too late to make resolutions for the coming year and we would suggest to the hardware clerk that he aspire to obtain a degree, and one that will mean more to him than the highest ever conferred by any college or uni-

versity. He can, if he wish, obtain the degree D.N.R. before the year is over, so that it will be recognized by everyone within his community. The letters stand for "Doesn't Need a Recommendation," and surely it is well worth the effort. Without going into details, most young men are aware of the steps to be taken to win such a reward.

If things that were done in a haphazard way would be completed in a whole-souled manner, little details that were allowed to pass by unheeded attended to, and a spirit of cheerfulness instilled into the daily round, wonders would be accomplished. Thinking of the pleasant things, and refusing to dwell on the set backs and disappointments goes a long way towards making life more livable.

Let every hardware clerk make up his mind that this is going to be the best year he ever had, let him feel that he is here for a purpose and that, to



make the most of his immediate possibilities, to know the business from A to Z and become a more valuable asset to the firm: and doing this, he may be as confident that his success is assured as he knows that the business he is in is a good one in which to be engaged.

#### EXAMPLES.

Poverty may keep a boy down for a time, but if he has in him the true mettle, he will rise. Jay Gould was a poverty-stricken surveyor. George W. Childs was a bookseller's errand boy at a salary of \$1.25 a week. Andrew Carnegie began life on a weekly salary of \$3. Abraham Lincoln was a miserably poor farmer's boy and learned to read after he was married. James A. Garfield was a poor widow's son, and as a barefooted boy drove mules on the tow-path of an Ohio canal.

Many of us travel by freight in this world because we can't express ourselves.

#### CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

#### The Story of "A Great Shot."

**T**HE new Marlin catalogue for 1905 contains full details of Marlin repeating rifles, .22 to .45 calibre, and Marlin repeating shotguns, 12 and 16 gauge. It also has a section on ammunition, giving proper loads of black and smokeless powders and telling what bullets may be used in the various sizes. A third section has chapters devoted to "Care of Rifles," "Sighting Rifles," "Reloading Ammunition," "Low Pressure Powders," "High Power Powders," "How to Lubricate Bullets," "Accuracy, Velocity, Trajectory and Penetration," "The Choice of a Rifle," and many other similar topics.

The cover is in colors, showing two hunters sitting on a log resting and waiting for the savory meal cooking over the campfire, their guns and dog close at hand, while one graphically relates to the other the story of "A Great Shot."

You can get a copy of this 128-page book with hundreds of illustrations, by mentioning **Hardware and Metal** and sending three stamps for postage, to The Marlin Fire Arms Co., New Haven, Conn.

#### System for the Paint Stores.

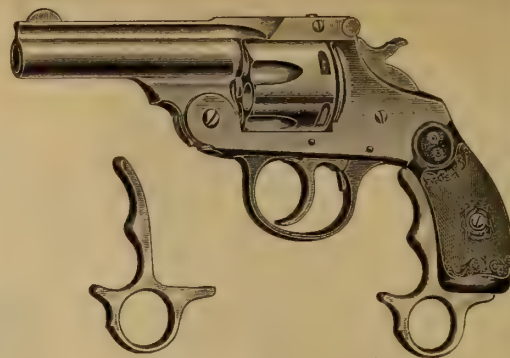
"S. W. P." for February contains an excellent article, which should be in the hands of every paint dealer, the article

being entitled "A Profitable System for the Paint Store," and being a reprint of an article originally published in 1903. It describes a card index system, the use of which means dollars in the pocket of its user and many hours of a bookkeeper's time saved. "System" is the order of the day, and the merchants who are the most systematic and progressive are the ones who are adding most to their resources. The "S.W.P." is worth having, and any painter or paint dealer who desires a copy should write the Sherwin-Williams Paint Company, Toronto, and mention **Hardware and Metal**.

#### A Beautiful Calendar.

The Montreal office of **Hardware and Metal** is in receipt of a beautiful calendar received from Mr. E. K. Spinney, hardware and iron merchant, of Yarmouth, N.S. The pad is large, allowing the figures to be legible at a long distance. The upper half represents the head and shoulders of a young lady, ready to attend a ball or banquet. Around her head is a wreath made of Autumn leaves. The coloring offsets the subject well and gives it a very natural appearance. Every hardware merchant would do well to secure one of these calendars.

## HAS A "GRIP" ON THE TRADE. IVER JOHNSON Revolver Grip.



Progressive dealers instantly recognized its value—the demand was spontaneous. As the result of extensive advertising there is already a large demand for this revolver.

Have you placed your order?

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are signs that —————> point to the door of your competitor, who, being alert and keen, realizes that "**New Things**" impart life and activity to his business and who instantly recognizes the practicability and selling virtues of the

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#### A Handy Desk Calendar.

The Kelsey Heating Company, Syracuse, N. Y., have sent **Hardware and Metal** a very handsome and useful desk calendar, the printing being done on embossed celluloid, the corners being protected by stamped metal. The size is about 4 x 6 inches, and the monthly date cards are changeable, being slipped into a metal frame on the face of the calendar. The James Smart Mfg. Co., Limited, of Brockville, are manufacturers of the Kelsey warm air generator in Canada, to whom enquiries should be sent.

#### Machinery and Tools.

The 1905 catalogue of the Brown & Sharpe Mfg. Co., Providence, R. I., is a handy volume of pocket size, containing 494 pages. Much valuable information is given in connection with the cuts, descriptions and prices of the various machines and tools manufactured, the various lines comprising milling machines, grinding machines, automatic gear-cutting machines, screw machines, cutters, accurate test tools, and machinists' tools. A 14-page index gives a clue to every line illustrated. Every dealer who handles machinery and tools should have a copy of this handy book, and it can be procured by merely mentioning **Hardware and Metal** when writing to the address given above.



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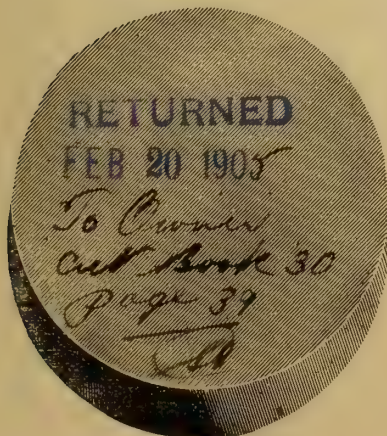
The wood from which the  
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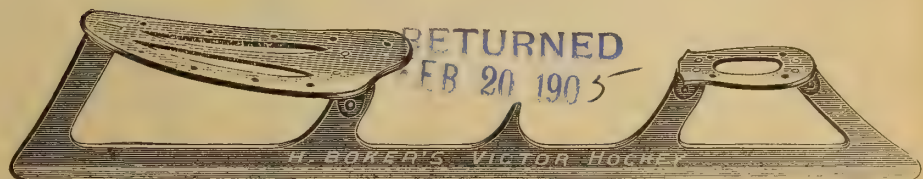


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Is perfectly automatic in its operation, is applicable wherever steam is used for heat or power, and is the smallest, lightest and most compact trap made, besides having the greatest strength, efficiency, capacity and durability. The pressure is held in the apparatus to which it is attached.

The success of this trap, which has been in continuous use for over twenty years without requiring repairs, has given birth to many imitations. The "HEINTZ" is a ready seller, offers a liberal profit and insures your customer absolute satisfaction.

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The James Morrison Brass Mfg. Co., Limited  
Toronto, Ont.



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## THE PLUMBING SUPPLIES MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, Feb. 17, 1905.

**A**N item which should be of interest to local plumbing and heating merchants, is the likelihood of an advance on American enamelware and brass goods. The local supply houses complain that business during the past

few days has been uncommonly quiet owing to the stormy weather. Shipments have been held over much to the wrath of some merchants who wanted the goods for immediate use. Iron pipe is firm and the present indications point towards an advance on account of the high price of pig iron. Merchants have concluded stock taking and a large number of orders are arriving for shipment after navigation opens or after April 15th, when the low freight rates come into force. It has been estimated that 35 per cent. of the orders received last week were for future shipment.

**Range Boilers**—Prices continue unchanged. We quote as follows: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—A fair amount of orders for lead pipe have been received. Our quotations are as follows: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—Prices remain the same. Our quotations are: Soil pipe, standard, 50 per cent. and 10 per cent. off list; standard fittings, 50 per cent. and 10 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 and 10 per cent. off.

**Iron Pipe Fittings**—Demand continues steady. Prices remain unchanged. Our quotations are: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—The price of iron pipe is firm and although no material advance has taken place this week it is expected shortly. We quote: Standard pipe, per 100 feet in length under 19 feet. Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 inch, \$3.65; 1 in., \$5.20; 1 1-4 in., \$7.35; 1 1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1 1-4 in., \$10.05; 1 1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in., \$5.25; 1 in., \$7.55; 1 1-4 in., \$10.55; 1 1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1 1-4 in., \$13.25; 1 1-2 in., \$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent. discount, and 1-2 to 6 in., 70 per cent. discount.

## Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, Feb. 17, 1905.

**T**HE last week has been a dull one for the trade in Toronto, very few orders having been booked for present delivery although the average number of future delivery orders are being received. The bulk of the business that is being done is in supplies for repair work. Very few out of town dealers are calling on city wholesalers owing to the bad conditions for traveling owing to the railroads being blocked with snow. The severe weather is also affecting the staffs of the wholesalers, in one case eight members of the office and shipping staffs being off duty owing to sickness. Practically no changes have taken place in prices quoted and the market in iron pipe fittings which was unsettled, has resumed a normal condition.

**Lead Pipe**—Trade conditions continue unchanged. Demand is normal and prices remain steady. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—Quotations remain unchanged as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—No change has taken place in last week's quotations and the demand is an average one. Our quotations are as follows: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—Trade is fair. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—The demand is improving while prices continue unchanged. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—The demand for pipe is considerably better, prices remaining



as before. We quote as follows: Black, 1-4 inch, \$2.03; 3-8 inch \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1-4 inch, \$5.62; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86, 3-8 inch, \$2.89; 1-2 inch, \$3.14; 3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch, \$7.87; 1 1-2 inch, \$9.45; 2 inch \$12.60.

**Solder**—Prices are unchanged and the demand is fair. We quote as follows: Bar solder, half and half, guaranteed, is quoted at 18 3-4c; wiping solder at 16 1-2c, and refined 17 1-4c.

**Enamelled Ware**—The quotations on

Standard Ideal enamelled ware remain as follows: Baths rolled rim 5 1-2 feet, 2 1-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50.

## ADVANCED METHODS OF WARM AIR HEATING.

By W. H.

### ARTICLE II.

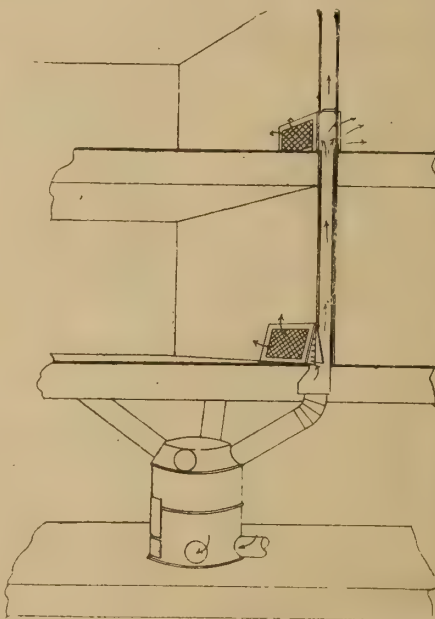
BY referring to the plan presented herewith you will observe the hot air furnace flow-pipes and stack to second floor. The four pipes taken off furnace if sufficiently large are capable of heating four rooms downstairs (including hall) and five or six rooms upstairs as may be arranged by the architect or builder designing the house. A great many things are necessary in preparing the furnace for hot air heating. In the first place, if the furnace is portable it should have good, heavy casings, properly covered with asbestos, with good, heavy tin lining as the cooling surface in a furnace is very great, especially if the foundations are not very warm or if there is any ventilation. The cold-air pressing down is always forcing itself in through these crevices.

Very little heat is required in the cellar, just sufficient to keep the air warm, so that the floors may not be cold above. If the ceilings in the basement are plastered, this is a great auxiliary in keeping the rooms warm, as very often only a small part of the house has any cellar underneath and the balance has only the floor with sometimes ventilators in the brick-work. The cold air presses in here and up through, keeping the floors always cold. It would be far better if the partitions in small cellars were left open so that the heat from the furnace might be spread around underneath the floors. These are simply suggestions made by the writer, as furnacemen may often come in contact with similar cases.

The hot air pipes should in all cases be made out of good, heavy cross tin and should always be covered with heavy asbestos. This does not increase the expense a great deal and will repay any furnace man who follows these instructions. As was said in the first article the cold air is the greatest factor in the

success the furnace man will achieve if he is careful to carry the cold air pipes into the bottom of furnace.

As shown in the cut more area of cold air is necessary than the hot air pipes take out. These pipes should be carried from the coldest parts of the first floor, one from the hall, one from the dining-room and one from the parlor, and should be inserted around the bottom separately in the same manner as the hot air is taken out at top. Of course it is not necessary to put in the



same number of cold air pipes as long as you have sufficient area. This article is written with the understanding that the cold air is taken from the inside of the house. It is very important also that the furnace should have sufficient air space inside to comply with the aggregate area of floor.

It must be remembered that heated air traveling through pipes running horizontally will not travel half as fast as in those running perpendicular, so that it does not require so large a stack

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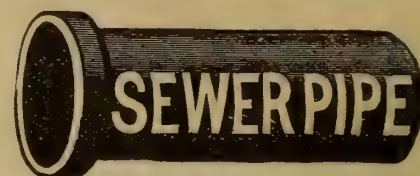
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Get in line with the leading  
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One man can thread a 2 in. pipe at one out  
with it. Isn't that big work?

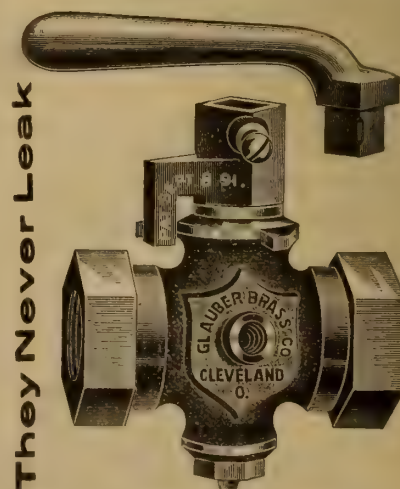
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BEST IN THE WORLD



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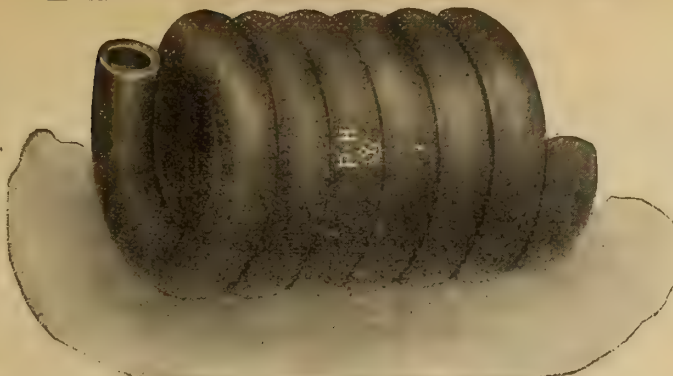
P-H



You Want It.

See that You Get It.

PIPE THAT IS PIPE



BLACK AND GALVANIZED.

THIS IS OUR TAG



TAKE NO OTHER.

PAGE-HERSEY IRON AND TUBE CO., LIMITED, GUELPH, CANADA

Have you  
tried it?

Tried what?

SELLING  
MANTELS.



This is in your line of business, and it will  
pay you.

The Batty Stove & Hardware Co.  
76 YORK ST., TORONTO.



Kerr's Extra Standard  
GLOBE VALVES

are of the best quality. They give the  
best of service, and are moderate in price.

Every valve is TESTED, and  
PACKED and GUARANTEED.

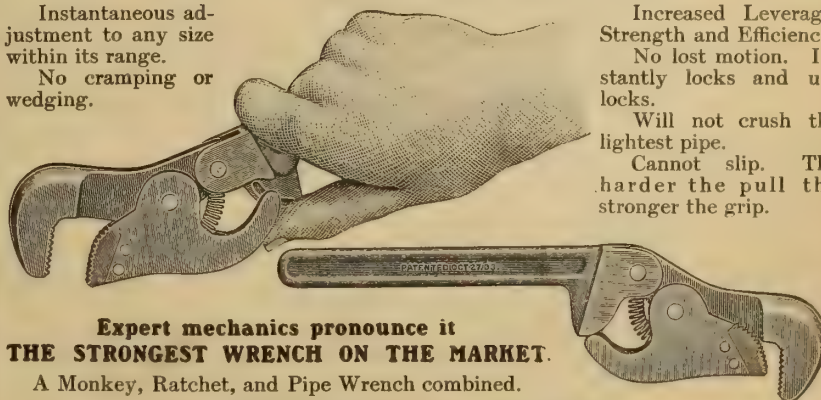
Write for Catalogue.

The KERR ENGINE CO.,  
LIMITED,  
MANUFACTURERS,  
WALKERVILLE, ONT. CANADA

## THE BULLARD AUTOMATIC WRENCH

PATENTED OCT. 27, 1903

Instantaneous ad-  
justment to any size  
within its range.  
No cramping or  
wedging.



Increased Leverage,  
Strength and Efficiency.  
No lost motion. In-  
stantly locks and un-  
locks.

Will not crush the  
lightest pipe.

Cannot slip. The  
harder the pull the  
stronger the grip.

Expert mechanics pronounce it  
THE STRONGEST WRENCH ON THE MARKET.

A Monkey, Ratchet, and Pipe Wrench combined.

Sold by all Jobbers in United States, Canada, and Foreign Countries.

Manufactured only by

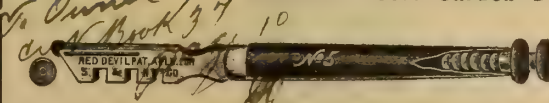
BULLARD AUTOMATIC WRENCH CO.  
PROVIDENCE, R. I.

WRITE FOR BOOKLET  
AND PRICES.

RETURNED  
JUN 27 1905

ONE GLASS CUTTERS.

Damascus Coal Carbon Disc Wheels.



ASK YOUR DEALERS FOR THEM.  
Send for Glaziers' Green Book.

Canadian Sample Room:  
215 Coristine Bldg., MONTREAL.

A. C. JENKING & Co., Canadian Mgr.

SMITH & HEMENWAY CO.,

Mfrs. Cutlery and Hardware Specialties.

294 BROADWAY, NEW YORK CITY



WE'RE GROWING

And some day you'll see

THE ECONOMICAL  
HOT WATER BOILER

the favorite on the market. Its positive  
merit, its superiority, ensure this. Get the  
Agency now and hold it. Our Booklet tells  
you the "Why's."

P. GIES, Founder, BERLIN, ONT.





as the pipes from furnace, viz.: If a 10-inch pipe would be used to heat a room under ordinary conditions on the first floor and 8-inch pipe for stack to heat two upper rooms. One 12-inch pipe will give you very much more heat in each of the rooms, as these registers are made with a draft regulator and you can adjust it to any degree as is shown by cut. These registers, as I said in my first article, are more sanitary and can be purchased at a very nominal expense, saving the cutting of carpets, and as they are on the upright, they reduce the friction in furnace. the cold air pressing down forcing the hot air up through all the different pipes. I would confidently recommend this principle as being far in advance of anything as yet known to the writer.

#### Iron Pipe Protection.

For protection of an iron pipe, dipping it in liquid asphaltum, rather than coal tar and pitch, is advocated by the Scientific American. The variety of asphaltum obtained as a by-product from the California oil wells is cheap. A pipe thus coated was laid for conveying salt water, and after six years was found to be still bright, not having been attacked either inside or outside.

#### To Keep Pump From Freezing.

Drill a 1-10-in. hole in the pipe 6 feet below the surface of the ground and leave it open. This little leak does not amount to anything when pumping, but it will prevent the pump from freezing.

#### Building Permits.

##### TORONTO.

G. M. Milligan, stable, rear 163 Crescent road, \$2,000.

Thomas Cruttenden, dwellings, 66, 68 and 70 DeGrassi street, \$4,500.

H. S. Mara, dwellings, Bellwoods avenue, near Arthur street, \$8,400.

H. S. Mara, dwellings, Gore Vale avenue, near Arthur street, \$8,400.

John West, store fronts, northwest corner King and Dufferin streets, \$1,500.

Stephen Willcock, dwellings, east side Bathurst street, near Barton avenue, \$4,000.

Walter Armour, dwellings, west side St. Clarens avenue, near Bloor street, \$3,000.

Mrs. Gertrude Smith, dwellings, north side Dagmar avenue, near Pape avenue, \$3,000.

Robert Clayton, store and dwellings, east side Shaw street, near Bloor street, \$3,800.

W. J. Gage, addition to warehouse,

west side Spadina avenue, near King street, \$7,200.

North American Land Company, dwellings, east side Euclid avenue, near Bloor street, \$3,000.

North America Land Company, dwellings, east side Euclid avenue, near Bloor street, \$5,000.

Joy Manufacturing Company, factory, north side of William avenue, near Edwin street, \$1,500.

Dr. J. S. Fotheringham, dwelling and stable, north side Wellesley street, near Yonge street, \$9,000.

#### Building Notes.

A new school is being built at New Hamburg.

The Hotel Windsor, at Regina, is being remodelled.

The Zimmerman House, Waterloo, will be remodelled this Spring.

A new Methodist church will be erected in Peterboro this year.

Berlin Methodists are preparing plans for a new church to cost about \$24,000.

E. E. Devlin & Co., Winnipeg, intend erecting a large warehouse on Henry avenue.

W. J. Ireland, Watford, has completed plans for two new two-storey brick houses.

The Bell Telephone Company will build a fine new building on Clarence street in Kingston.

The Lane Tanning Company, Berlin, will build a large addition to their tannery this Spring.

The Victoria Skating and Curling Association, Toronto, intend enlarging their rink on Huron street.

A new Methodist church will be erected at Leamington to replace the edifice recently destroyed by fire.

The John McKay Company, Limited, Bowmanville, intend rebuilding their barley mills, recently destroyed by fire.

Elaborate alterations will be made to the Brunswick Hotel, Winnipeg, this Spring, the estimated cost of the work being \$35,000.

H. Dorion, contractor, Quebec, has been granted a permit for a new brick building on Oliver street in that city. The cost will be \$3,500.

The Bankrupt Stock Company, Winnipeg, intend erecting a substantial business structure at the corner of Rupert and Main streets in that city.

The Victoria building inspector reports the erection of 131 wooden buildings and 15 brick buildings during 1904, the total cost of which he places at \$607,150.

The Bank of Hamilton has purchased the store and three houses on the corner of King and Dufferin streets, Toronto, and propose to erect a large building for bank and office purposes.

H. Vineberg & Co., wholesale clothing

manufacturers, Montreal, intend erecting a new seven-storey factory on Windsor street, which will cost about \$75,000.

Among the new buildings to be erected in Berlin are: J. R. Strickland, residence; T. S. K. Weber, three dwellings; August Lang, residence: J. J. McCallum, J. Allendorf and Messrs. Heiman & Schwartz, dwellings.

The Credit Foncier Franco-Canadian, a French institution with a capital of 25,000,000 francs, which has been doing business in Canada since 1881, has purchased a site in Montreal, on the northeast corner of St. James' and St. Lambert hill, 98 by 83 feet, for \$75,000, and will erect a ten-storey building thereon, to cost \$400,000.

The inspector of buildings of Winnipeg has just issued his annual report, and it throws interesting light on the progress of the metropolis of the West. A comparison of the value of new buildings for the past five years shows: 1900, \$1,441,863; 1901, \$1,708,557; 1902, \$2,408,125; 1903, \$5,689,400; 1904, \$9,651,750. Figures for other cities for the last year are: Toronto, \$5,885,120; Montreal, \$3,646,484; Hamilton, \$1,000,000; St. Paul, \$3,712,343; Cincinnati, \$5,326,000; Buffalo, \$6,638,319; Detroit, \$6,737,105; Minneapolis, \$7,820,040; Boston, \$18,500,767; Philadelphia, \$21,930,000; Chicago, \$44,724,790; New York, \$75,267,780. Taking into consideration the population, Winnipeg shows enormously the largest percentage of these cities, being four times that of New York.

Regina, Assa., is on the move as regards building. A number of the merchants have already made extensive additions to their stores, notably the Regina Trading Co., McCarthy Supply Co., and Glasgow House. The Union and Imperial Banks have erected handsome and commodious quarters. The city has installed a waterworks system and built an enlarged electric light plant to meet the growing demands. Public buildings already practically assured include a new city hall, to be erected at a cost of \$60,000; a new public school to cost \$50,000; a new post office and customs house, the cost of which, although not yet made public, will probably be in the neighborhood of \$50,000 or \$60,000; a new Presbyterian church, to cost \$40,000, exclusive of site; and a new Roman Catholic church and priests' residence, to cost about \$30,000. It is also probable that a convent will be built. Thus in these five buildings alone an expenditure of a quarter of a million dollars is contemplated. Plans for quite a number of residences are also in course of preparation. The factory of the Western Manufacturing Company will be another building to be built, and it is understood also that a ward school will be built north of the track.



## PAINT FOR THE BARN

¶ Make money out of your customers and please them at the same time with **Ramsay's Outside Paints**.

¶ Every farmer will paint his barn if he can get the paint to do it at a price that appeals to him. Put it to him that the fine house paints are not necessary. Give him **Ramsay's Outside Paints**, the very best for this work, at \$1.00 per gallon, and take your profit.

¶ A stock is not quite complete without **Ramsay's Outside Paints**.

¶ See our splendid black and colors.



**A. RAMSAY & SON COMPANY,**

Est. 1842

MONTREAL

The Paint Makers

## To Manufacturers' Agents:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**HARDWARE AND METAL**

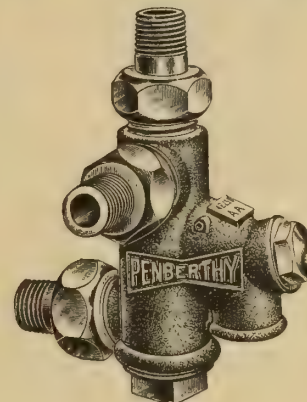
Montreal and Toronto

SPECIFY GENUINE



SAFE!

SIMPLE!



"THE BEST"

## Automatic Injector

—MADE IN CANADA—

ASK YOUR DEALER.



**"FIRE"**  
WILL NOT SPREAD, AND  
SPARKS OR CINDERS HAVE  
NO EFFECT ON

**REX Flintkote  
Roofing.**

It is the most fire-resisting roofing known, and it is endorsed by fire underwriters everywhere as possessing the most fire-resisting qualities. On this account, especially, it is fast replacing shingles and becoming the universal roofing. It is durable, waterproof, economical, and anyone can lay it. Our samples and book that tells all about roofing is yours for the asking.

J. A. & W. BIRD & CO.,  
47 India Street, Boston, Mass.

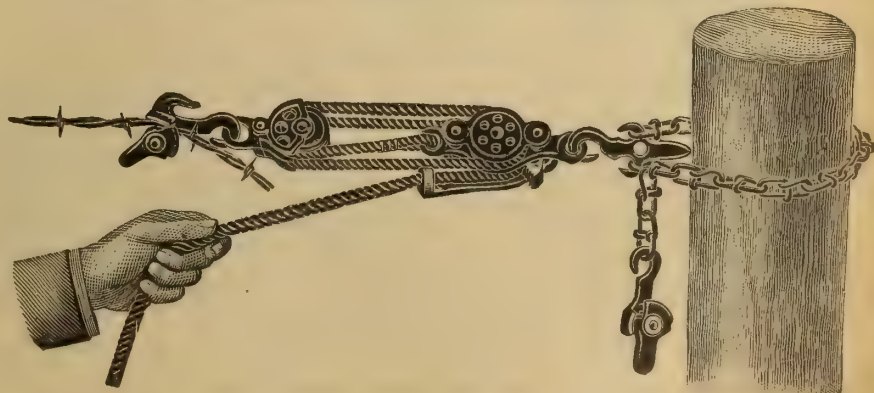
**"LOOK FOR THE BOY" ON EVERY ROLL**



## THIS IS THE OLD STAND-BY

None better on the market unless it is the **Triumph**.

If your Jobber cannot supply, write us for prices.



**WILCOX MFG. CO. OF ONTARIO, Limited**

NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER



## Your Customers

the farmers are looking for a strong, serviceable and durable Fence at a reasonable cost. You can supply it to them in the

### IDEAL



### A GOOD SELLER

The IDEAL is made of No. 9 Hard Steel Galvanized Wire throughout, and has many distinctive features which make it absolutely the best fence ever produced.

It pays dealers to handle fencing that gives best value obtainable. Write for our catalogue of Fencing and Gates, showing styles for every purpose.

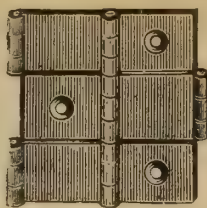
### COILED-SPRING WIRE

and other Fence Wire unexcelled in quality, shipped promptly.

The McGregor-Barwell Fence Co., Limited,  
WALKERVILLE, ONT.

Merrick, Anderson & Co., Winnipeg, Man.

Sole agents for Man. and N.W.T.



## Cabinet Hinges

and Cabinet Brassware of all descriptions, Drawer Pulls, Fancy Handles, Castors, etc. We are makers of every kind of cast and stamped Brassfoundry, and we want your trade. What line can we quote you?

**JONES & BARCLAY** BIRMINGHAM, ENG.

### RD. JOHNSON, CLAPHAM & MORRIS, LTD., MANCHESTER, ENGLAND

Before you place your orders for GALVANIZED, CORRUGATED AND DEAD FLAT SHEETS, CANADA AND STOVE PLATES, COKE AND CHARCOAL TIN PLATES, BAR, HOOP AND SHEET IRON OR WIRE RODS, ask us for quotations

Special and prompt attention to Canadian orders.

Cable Ad.: "Metallicus, Manchester." Codes: Liebers, A.B.C. 4th and 5th, A1 and Private Codes



This design a guarantee of quality

## WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH  
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

**CANADA PAPER Co.**

TORONTO LIMITED MONTREAL

SAMPLES AND PRICES  
FOR THE ASKING.

# PAGE FENCES Wear Best

It is the fence that has stood the test of time—stands the heaviest strain—never sags—the standard the world over. In future Page Fences will be painted WHITE, which is an added protection against rust in addition to the galvanizing. Order through our local agent or direct from us.

THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Toronto, Montreal, St. John, Winnipeg. 205

We make Electric Fixtures, Sockets and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

## THE EXPORT MERCHANT SHIPPERS'

of British America,  
Great Britain and Ireland

FORTIETH YEAR  
OF PUBLICATION.



1. Alphabetical List of Exporters, giving Places of Shipment and class of goods shipped.
2. Index to Export Section, giving alphabetical list of goods with names of shippers.
3. List of Trade Marks.
4. Alphabetical list of Manufacturers, according to their trades and towns.

Price:

15s. 6d. Nett.

LONDON: DEAN AND SON, Ltd., 160a, FLEET STREET, E.C.



## NOVELTIES FOR THE HARDWAREMEN

### A Useful Staple Puller.

A TOOL designed specially for drawing staples from fence posts has been placed on the market by Royce & Date, Willimantic, Conn. In addition the tool can be used as a chisel, hammer, nail and staple puller. It is made of the best tool steel, carefully tempered to different degrees of hardness, according to the character of service required of poll and claw, the former being the tougher and more elastic for hammering, while the sharp inner edges of the claw are harder and better qualified for retaining an edge that will

fence staples, nails, etc., a blow of a hammer or mallet on the poll can be given, if necessary to facilitate getting a tenacious grip on an otherwise inaccessible nail.

### A Roll for Auger Bits.

Frothingham & Workman, Limited, Montreal, have become Canadian selling agents for Gawen Gilmore, of St. Paul, who has placed on the market an auger bit roll, as shown in the illustrations on this page. Rolls similar to this have lately been brought into use in the United States for sets of auger bits, chisels, and similar tools, and are everywhere displacing the wood boxes which were formerly in use. These rolls are

which can be had upon request from Frothingham & Workman, Limited, Montreal.

### An Ingenious Vise.

A vise, which can be used for a great variety of purposes, is the Hanson vise, manufactured by The Stowell Mfg. &

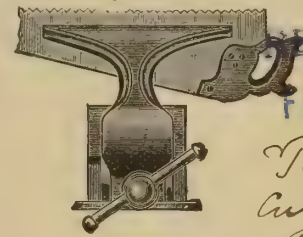
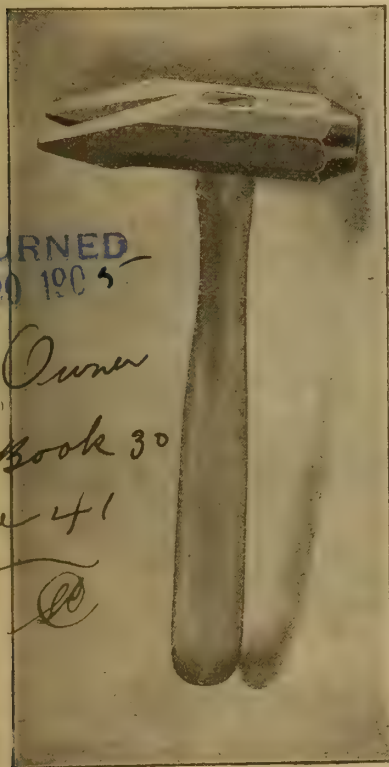


Fig. 1.

Foundry Co., South Milwaukee, Wisconsin. Figure 1 shows the vise in use as a saw clamp and Fig. 2 as an anvil. The vise can also be used as an anvil vise, a drill and a pipe vise. It is neat, cheap and complete, well made and will stand hard service. It is of great use in a



Augur Bit Roll.

great favorites with carpenters who have to carry their tools in a basket. The roll is not as large as a box containing the same number of bits, being only three inches by eleven inches when rolled up. The material used is heavy brown duck, leather bound, lined with red flannel, and fastened with a leather strap. A roll holds thirteen bits, each in a separate pocket, which protects them from damage by rubbing against one another. Two brands of auger bits are put up in these rolls, Gilmore's spur, and solid centre-stem, both in sets of thirteen, one of each size from 4-16 to 16-16 inclusive. These rolls, as well as a full line of augers and auger bits are listed in a new auger bit catalogue,

farmer's repair shop, and is indispensable to a small shop or mechanic or any householder. It is a steel-faced anvil.

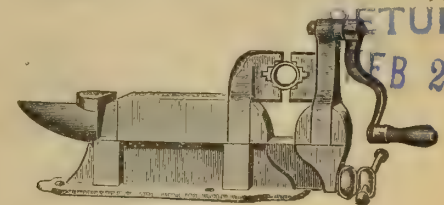


Fig. 2.

and its weight when complete is about 50 pounds. An illustrated circular will be sent on request by mentioning Hardware and Metal.

easily grip and withdraw staples, headless nails, etc. The size now made and ready for delivery weighs one pound, complete; is 10 1/2 inches long to end of handle, with hammer head 4 1/2 inches long by about 1 inch square, the four corners of which are beveled and poll rounded. The handle is made of best second growth hickory. The shape of the head is such as to afford good claw gripping qualities, and powerful drawing leverage, and the manufacturers call attention to the fact that the claw will take hold of any part of a nail, either cut or wire, to which it is applied, and not simply under the head, as is usually the case. When pulling



Augur Bit Roll.



A★1  
Trade Mark

# "BONSA" TOOL SET



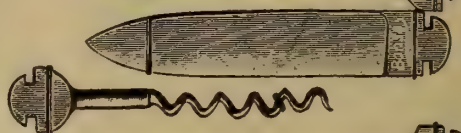
Trade Mark.



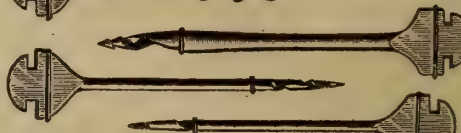
Screw driver.



Corkscrew



Gimblets



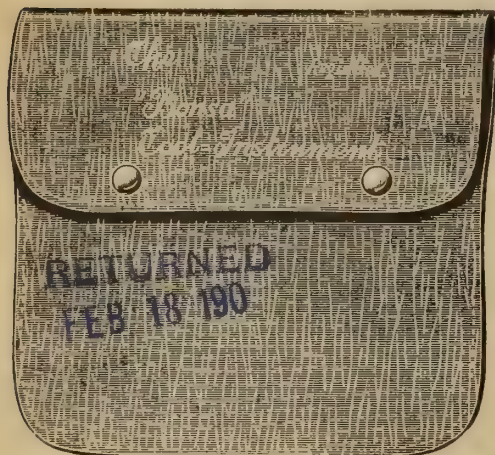
Blade

Gimblets

Piercer

all parts  
of warranted  
quality.

**F. W.  
Lamplough  
& Co.  
MONTREAL.**



RETURNED  
FEB 22 1905

To Reporter Office  
Cut Book 30  
page 51

NEW PLANT OF THE METAL SHINGLE & SIDING CO., LIMITED, PRESTON, ONT.

## New Plant--New Machinery--New Goods

BETTER FACILITIES THAN EVER TO SERVE YOU.

OUR NEW CATALOGUE contains NEW DESIGNS, which are superior to anything heretofore placed before the Canadian People.

We can help you to NEW BUSINESS at good prices, as people are ready to pay advanced prices for superior goods.

Two fires last year held us back a little, but now with everything New, just watch us grow!

We invite you to take hold of our line and grow with us.

**Metal Shingle & Siding Co., Limited,**  
PRESTON, - ONT.

**WESTERN AGENCY**  
Ellis & Grogan  
Calgary

**MANITOBA AGENCY**  
Clare & Brockest  
Winnipeg

**MONTREAL AGENCY**  
J. B. Dagenais  
953 St. James St.



## PERSONAL AND TRADE NOTES.

Mr. T. Lockhart, plumber, Galt, visited Toronto, during the past week.

Mr. H. A. Ball, plumber, St. Catharines, spent a couple of days in Toronto last week.

A third hardware store has been established in Wetaskiwin, Alta., by Jacobs & Co.

C. M. Cutts, Toronto Junction, has purchased a site and will build an up-to-date hardware store.

Samuel Baird, a Toronto tinsmith, was severely injured last week by being knocked down by a street car.

Charles Baird, Jamestown, N.Y., has joined his brothers, John and James, in their stove tinware and furnace business at Haldimand.

Mr. Thomas Elliott, Bayfield, has purchased the hardware business of Robert Rouatt, of that place. The latter is removing to London.

J. B. Hawkins has purchased the Allen bankrupt stock at Goderich and has removed it to Rougvies' old stand, the latter being now with Couse & Rougvie, Sarnia.

James Hunter, Plattsville, has disposed of his hardware business and his successors take over the business this week. Mr. Hunter will take up land in the West.

Ellesley & Harvey, Wolfville, N.S., have moved their stock of hardware, machinery, carriages, etc., to Port Williams, N.S., where their business is largely increasing.

Ratz & Gingrich, Tavistock, have dissolved partnership. J. W. Ratz will continue the stove and tinware business while A. Gingrich will take over the hardware branch.

R. P. Butchart, managing director of the Vancouver Portland Cement Co., which is putting in extensive works at Tod Creek, B.C., has returned to Victoria after a visit to various points in Ontario.

Henry Warren & Son, Montreal, have installed a system of box fixtures and cabinets on one side of their store, thus making a decided improvement in its appearance and making an all-round improvement.

Harry F. Moulden, sales agent of Taylor-Forbes Co., Limited, of Guelph, returned to Montreal this week from a trip through the West where he has been calling upon the jobbers. He reports the feeling for trade prospects to be good wherever he has been.

Mr. G. H. Powell, formerly with the Guelph Carriage Top and Hardware Co., the Buffalo Carriage Top Co., and the Frontier Iron Works, Buffalo, has been appointed city traveler for the Russill Hardware Co., Toronto. He will push builders' and caretakers' supplies.

McLennan, McFeeley & Co., Limited, Vancouver, B.C., have taken Mr. Andrew Houston into partnership. Mr. Houston was formerly connected with the salmon canning industry and his addition to this progressive firm will aid them considerably in the extensions they are making in their business.

Taylor-Forbes Co., Limited, Guelph,

have appointed Mr. W. A. MacLennan, of Vancouver as their representative at the Pacific coast. Mr. MacLennan is well known to the trade and a hard worker and the Taylor-Forbes interests will be well looked after and their trade largely increased by this move.

G. Silvester, Elkhorn, Man., has disposed of his large business in hardware, paints, oils, tinware, stoves, lumber, coal, etc., to Mr. George Thompson, recently from London, England. Mr. Silvester intends taking several months' rest before engaging in business again, feeling that he has well earned this after 23 years' active work in Manitoba pioneering.

The Aikenhead Hardware Co., loses a valuable employe by the death of Mr. Francis C. Garde last Sunday. The funeral took place on Tuesday afternoon and was attended by a large number of the staff. Mr. Garde had been in the employ of the firm for about 30 years and had charge of the iron department. He was 52 years of age and had been ill only ten days of pneumonia, when death carried him off.

H. L. C. Hall, author of "Manufacturing Cost," was a caller at our Toronto offices this week. Mr. Hall was over from Detroit addressing the Toronto section of the Manufacturers' Association on the subject of Manufacturing Cost. He was listened to with the utmost attention, and "quizzed" right and left. He showed himself complete master of his subject. As one enthusiastic manufacturer said: "His address was just full of meat." Mr. Hall's personality is not the least item of his power.

The Canada Paint Company, Montreal, announce that they will be represented in the Maritime Provinces by Mr. James Craig.

Lewis Bros & Company, wholesale hardware merchants, with headquarters in Montreal, have opened a new branch at Calgary. This firm has now four offices, namely, Ottawa, Vancouver, Calgary and Montreal.

## ELECTRIC TREATMENT OF FLOUR SUCCESSFUL.

Mention was made in these columns two weeks ago that experiments carried on in Paris proved the electrical process for bleaching purposes to be injurious to the flour.

In an article on "The Bleaching of Flour," M. Fleurent, one of the leading chemists of France, expresses himself as being favorable to the process for accomplishing by electrical means the same chemical change that is otherwise done by the slow process of time.

This process is being extensively adopted in Britain, the United States, and other countries, and Canadian practice has proven that the method is not only beneficial to the flour, but adds to its selling value, and the purifying and sterilizing of flour by electricity is now regarded as one of the greatest revolutions in the history of milling as a result of experiments which have been extensively carried on for over a year

## CONDENSED MACHINERY ADVERTISEMENTS.

## YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

## MACHINERY WANTED.

Items under this heading inserted free for readers of HARDWARE AND METAL

**STRONG** Column Drill—To swing about 36-in.; must be in good order and cheap; also a portable engine and boiler, about 10 h-p, Bridge Works, Mitchell, Ont.

**WANTED**—One second-hand clam shell digger, with traveling derrick, complete; and one second-hand locomotive, from 15 to 20 tons; must be in good condition. A. G. Creasor, Owen Sound.

**WANTED**—A small Sawmill Outfit that will cut from eight to twelve thousand per day. John Thompson, McKellar, Ont.

**WANTED**—Slide Valve Engine for mill use; about 24 x 30. Parry Sound Lumber Co., 74 Home Life Building, Toronto, Ont.

**WANTED**—One Matcher and Planer for flooring and ceiling. Imperial Veneer Company, Limited, Sundridge, Ont.

**WANTED**—One complete second-hand saw mill; stationary or portable; in first-class repair; from fifty to seventy-five horse power; give details, particulars and lowest cash price. The New Ontario Lumber & Tie Co., Savanne, Ont.

## MACHINERY FOR SALE.

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

**ONE** second-hand gap lathe; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

**ONE** second-hand shafting lathe, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

**STANDARD SCALES**, valves, trucks, steam specialties; W. I. pipe and fittings, machine tools, mill supplies, scale repairing a specialty; prompt delivery from stock; write for prices. The Fairbanks Co., Toronto.

**MACHINERY for Sale**—Two large die presses; one large iron drill; cheap for immediate sale; in first-class order. United Factories, Limited, 164 Adelaide West.

**FOR SALE**—Factory on Lachine Canal, Montreal, equipped for felt hat manufacturing, but utilizable for any other purpose; for sale with or without machinery; water power is four hundred inches, increasable to one thousand inches; new American 48-inch wheel; shipping by rail and water; exceptional opportunity. H. Laurencelle, 230 McGill Street, Montreal.

**ALTERNATING Motors and electrical machinery**—all sizes, for power and light. Jones-Moore Electric Co., Limited.

**BRICKMAKERS**—Write for particulars of our open-air and exhaust steam dryers, trucks, automatic cutting tables, disintegrators. Bechtel Bros., Waterloo, Ontario.

**GYCLONE Dust Collectors and planing mill exhaust fans**; complete installation. Sheldon & Sheldon, Galt, Ont.

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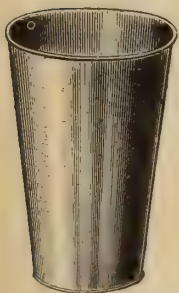
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36x84x22  
36x84x24

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36x96x24

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VANCOUVER,

ST. JOHN, N.B.

"Everything for the Tinshop."



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**President:**  
**JOHN BAYNE MACLEAN,**  
**Montreal.**

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## THE TARIFF AND NON-CANADIAN GOODS.

COMPLAINTS are sometimes heard in regard to rates of duty which are charged on certain articles of merchandise not made in Canada. As in many instances, the articles affected are the importers' raw material, the rates are undoubtedly anomalous. Recognizing this, the Customs Department has been devising ways and means of remedying them, and has decided to submit from time to time to the board of customs' appraisers certain articles which it is claimed should be exempt from the special duty, or what is more commonly known as the dumping clause. In other words, the question to be decided as to whether the articles in question are made in Canada or not. If they are not of a class that is made in Canada, they are to be temporarily exempt from the provisions of the dump-

ing clause, unless for some good reason the board of appraisers should decide otherwise.

Among the articles which importers point out are not of a class made in Canada, are angle iron of special patterns, sizes or weights, and iron and steel plates of special sizes. In consequence of representations made in regard to these particular lines, the Customs Department has just issued a special notice to the effect that provision is made to submit to the board of customs appraisers the question as to whether or not "angle or drawn shapes of metal of the same form and more advanced than billets, such as bars, plates, sheets, angles, turbine, etc., and smaller or larger than made in Canada irrespective of length or quality may be regarded as separate and distinct class of articles," are of a class not made in Canada. The sizes are to be determined by the diameter, circumference or breadth of the article.

Undoubtedly some delicate points of dispute will arise, but the Customs Department is moving along the right lines. Already a large list of articles which are and are not to be classified for the special duty has been prepared, and no doubt the exempt list can be extended without affecting any class of goods that are made in Canada in commercial quantities.

## NOVA SCOTIA COAL.

CANADA sent to the United States last year 1,211,000 odd tons of bituminous coal, and imported from the United States 4,252,333 tons, valued at \$9,416,974, the greater part of this being used in Ontario by the railways and manufacturers. These figures show that there is a good sized market in Ontario for such coal as Nova Scotia is producing and exporting largely to the States, but the problem of how to bring the Nova Scotia coal and the Ontario furnaces together seems to be as far from being solved as ever.

Ontario consumers of soft coal have been willingly paying a duty of 53 cents on each short ton of soft coal imported from the mines in Ohio, Pennsylvania

and Virginia, the object being to give Nova Scotia coal miners an opportunity to develop a trade here. But they have been unable to do so, only a few odd tons having been shipped past Montreal. They have been handicapped by a royalty of 10 per cent. imposed by the Nova Scotia Government, and after considerable agitation, Premier Murray has refused to grant a rebate of this royalty on such coal as is sent to Ontario. The fact being established that Nova Scotia is unwilling to aid the development of an Ontario market for its own coal, the question arises as to whether Ontario is called upon to tax itself any longer for the benefit of Nova Scotia.

Hardware and Metal has stated its position in opposition to an increased duty on many occasions, and it again does so, taking the stand now that the duty should be abolished altogether. It is significant to note that the Mail and Empire, the apostle of high protection, takes a similar position. The Dominion Government has done all it could be expected to do to develop the coal industry in Nova Scotia, and as the Nova Scotia Government is seemingly unwilling to do anything itself, it is evident that efforts should be made in another direction.

The natural market for Nova Scotia coal is in Quebec, the Maritime Provinces, in New England, and along the Atlantic seaboard, to which districts the coal can be shipped by water. The nearest mines to the Ontario market are in Ohio and Pennsylvania and despite the tariff, these mines have continued to control this market. The reasonable course, therefore, seems to be to abolish the 53 cents per short ton impost on bituminous coal, and induce the United States Government to do away with the similar tariff on Nova Scotia coal entering New England.

Hardware and Metal believes that the abolition of this duty of over \$2,000,000 annually on soft coal consumed in Ontario would do much towards developing the industries of the Province; and as the tax has not benefited any Canadian coal producers, it seems unnecessary to continue it.



## A TIN PLATE INDUSTRY.

A CABLEGRAM from London, England, a few days ago, stated that much uneasiness has been created in Welsh tin plate trade circles owing to the proposed establishment of a large tin-plate works in Toronto. Inducements were said to have been offered to several well-known Welsh manufacturers to assist the enterprise.

Investigation shows that a number of Manchester capitalists represented by W. M. Barber, 92 Langlev avenue, Toronto, have taken steps to secure a charter for the company, which will probably be known as the Canada Plate, Limited, or the Ontario Tinplate Company.

Some months ago some American capitalists looked over the field with a view to establishing such an industry here, but the common impression among the trade has been that there is not sufficient demand for tin plate in Canada to warrant the undertaking. The demand, however, is increasing steadily.

The McClary Manufacturing Company, probably the largest users of tin plate ware in Canada, buy almost exclusively from Wales, their experience having been that the high cost of labor and raw material in the United States does not allow them to compete successfully with the Welsh manufacturers.

Mr. A. E. Kemp, M. P., was interviewed regarding the matter, and stated that tin plate rolling is about the last branch of the steel industry to be established. It was only a few years ago that the industry was established in the United States and while flourishing now, it was not a success for some years. "There is not sufficient market in Canada to justify the undertaking," he said.

If the new industry is established it will be a valuable addition to Canada's growing industrial community, and may do something to develop the export trade.

## COAL OIL COMPLAINTS CONSIDERED.

RETAILERS of refined oil (coal oil) sometimes hear remarks like the following coming from valuable customers: "What kind of oil did you

give us last time? Wife says it's no good—smokes awfully, and if you can not give us something better I'll have to try the other store."

If the merchant does not understand the cause of the trouble, and says frankly that it's the only oil he has in stock—the customer is apt to take his can to the other dealer—who in all probability has exactly the same brand of oil as his neighbor. But if he understands his business, he says little, but sells the customer a new burner, and throws in a piece of good wick. As a result, the customer tells his neighbors that Smith's oil is much better than Jones'!

Many a merchant can recall with some amusement, how a customer bringing back a can three-parts full of oil and demanding a better grade, has been thoroughly satisfied with the can refilled from the same barrel, accompanied by a piece of new wick, and the suggestion that the burner be cleaned before testing this new oil.

There is little trouble in the Summer time but during the season of long nights, (particularly the earlier part of it) the merchant experiences a good deal of annoyance from this class of complaints, and sometimes these become so numerous that even retailers, of long experience, are misled as to the proper proportion of criticism, if any, that should be laid upon the oil.

Oil manufacturers are well aware of this, and frequently send a testing expert to burn samples with a merchant, not because of any doubt as to the quality, but to show the local people where the fault really is, and their experience in this is that not once in a score of times do they fail to show conclusively that the failure is not in the oil, but in the lamps which had been used by the consumer. Of course, it does not follow that there is no inferior oil sold—the retailer as a rule understands the difference in grades or brands—but apparently variations in the quality of these brands are almost invariably due solely to the lamps.

The parts of a lamp which are material, which must be right to get good light out of the best of oil are:

1st. The wick requires good lifting power to allow the oil to flow freely from bowl to flame.

2nd. The burner must supply sufficient air to feed the flame.

3rd. The chimney must be tall enough to give the proper draught.

It is surprising what a large proportion of housekeepers either do not understand, or do not stop to think of these self-evident functions of the lamp parts. Yet the same housewife knows well the difference between a stove with a bad draught and one with a good one. If she wants a good fire, she does not close the dampers—if the stove smokes, she knows there's a cause—without blaming the wood. She knows the draught is choked in some way, that what the stove wants is a full circulation of air.

Lack of air means incomplete combustion, and incomplete combustion means smoke. It is precisely the same with the oil lamp. The average lamp burner (especially the cheap variety) has none too much air supply, and some accumulated bits of charred wick, soot, etc., will spoil the flame and smoke the glass.

Short chimneys will not give good results, a longer chimney gives more draught.

Perhaps a poor wick is worst of all. A roll wick should never be sold, but only as cut into bits 4 to 6 in. long. Some women put half a yard into a lamp, and leave it there for half a year. It acts like a filter to gather and retain in its fibre all the loose odds and ends in solution from all the oil passing through the lamp. No wonder it fails, after a time to lift the oil freely to the flame.

A fourth feature to be considered in a lamp for best results is the shape of the bowl. The best is a shallow bowl, which holds the oil so that when the lamp is nearly empty the distance to be lifted is as short as possible.

A new wick, a boiled old burner, or a new burner, perhaps an extra inch on the chimney, will dispose of 99 out of every 100 complaints regarding coal oil, received by the merchants.



In comparison with the lamp oil sold fifteen years ago, there is no such a product as poor coal oil in the market to-day.

### NEW SCREW INDUSTRY.

**E.** D. CLEGHORN, general manager of the Acme Lathe and Products Company, Manchester, England, spent a few days in Toronto this week. He leaves for England next week and expects to return in about six weeks with instructions from his company to secure a site and establish a manufacturing plant in Toronto to turn out set and cap screws, nuts and washers, for which his company has worked up a very large trade since their move in establishing a Canadian agency last Fall. One of their first acts was to place an advertisement in Hardware and Metal, and while their trade is with the jobbers and wholesalers, their experience has been that the demand for their goods has exceeded their ability to supply them. So well satisfied are the Acme Company with their venture, that the establishment of the new factory in Toronto is almost a certainty. The new industry will not affect Canadian competitors to any extent, but will take some of the Canadian market away from American institutions. The Acme Company is now represented in Canada by Wayland, Williams & Dadson, Board of Trade Building, Montreal.

Mr. Cleghorn, who is a Canadian by birth, is the inventor of the new Simplex four-spindle automatic screw machine, which is an improvement on the Acme and other screw-making machines.

### ANNUAL MEETING WINNIPEG BOARD OF TRADE.

**T**HE 26th annual meeting of the Winnipeg Board of Trade was held in the Exchange on the afternoon of February 7. The following members were present: H. W. Hutchinson, C. N. Bell, A. R. Hargraft, G. H. Shaw, W. S. Evans, H. M. E. Evans, E. D. Martin, H. M. Belcher, F. W. Drewry, A. Strang, H. H. O'Reilly, N. Bawlf, N. Mackenzie, Jno. Love, R. Muir, D. D. Wood, C. A. Baskerville, I. W. Martin, G. A. Mitchell, E. A. Mott, A. Carruthers, John McKechnie, A. H. Bailey, J. H. Menzies, F. J. C. Cox, F. W. Reimer, S. P. Clark, G. F. Carruthers, J. W. Dafoe, G. F. Bryan, T. A. Anderson, D. Horn, W. H. McWilliams, H. Miller, J. M. Chisholm, Geo. Soames, Jos. Huxley, W. W. McMillan, E. H. Enderton, D. K. Elliott, J. H. Ashdown, G. N. Jackson, T. R. Newman, Jno. Aird, T. R. Deacon, W. A. Maccaffie, D. E. Sprague, Wm. Martin, Jas. Tees, A. M. Stewart, W. B. Lannigan, R. D. Richardson, C. C. Castle, A. H. Whitaker, H. Sandison, C. C. Sharpe,

E. Boyce, J. H. Brock and G. H. Crowe.

The retiring president, H. Wilbur Hutchinson, delivered an interesting address, in the course of which he touched upon a number of important topics. He referred to the gratifying increase in Canadian foreign trade, to the large amount of money deposited in the savings banks, and to the increased number of branch banks which the management of the Canadian banks had seen reason to establish in the West.

New officers were elected as follows: President, A. L. Johnson; vice-president, G. F. Carruthers; treasurer, Andrew Strang; secretary, C. N. Bell. These officers were all elected by acclamation.

### ST. JOHN BOARD OF TRADE.

The MacLean Trade Newspapers are indebted to J. Hunter White for a copy of the annual report of the St. John Board of Trade for 1904, just issued. It gives in condensed form a comprehensive account of the development of trade and commerce in the Maritime Provinces during the past few years, emphasizing in particular the ocean traffic carried on at the port of St. John, to which the St. John Board has contributed in no

### HOCKEY LEAGUE STANDING.

The deciding game in the Western Manufacturers' Hockey League takes place on Friday evening, at the King Edward rink, the game being between the James Morrison Brass Manufacturing Co.'s champion team and the John Inglis aggregation. The latter team has won two games recently through default, one each from the C. P. R., and J. T. Brown teams. This places them close on the heels of the Morrison boys, the standing being as follows:

	Won	Lost	To.Pl
Jas. Morrison .....	5	0	3
John Ingles .....	4	1	3
Jones Bros. ....	2	2	4
J. T. Brown .....	1	4	3
C. P. R. ....	0	5	3

### PITTSBURG METAL MARKETS.

Iron Trade Review, Feb. 16, 1905.

**Pig Iron**—The market continues quiet and buying is still to be limited to small lots almost entirely. Some speculative Bessemer iron, amounting to about 2,000 tons, was thrown on the market this week and was sold at \$15.15 at the furnace, but it is doubtful whether this will affect the Bessemer iron market. Basic is easier and is held at \$15.25 at the furnace and \$15.50 could be shaded on Bessemer if a desirable tonnage were offered. On foundry iron \$16 furnace can be readily done on No. 2, and a small amount of resale iron is offered slightly below this price. We revise quotations as follows:

Bessemer, Valley .....	\$15 50 to	\$16 00
Bessemer, Pittsburg .....	16 35 to	16 85

No. 1 Foundry .....	17 25 to	17 50
No. 2 Foundry .....	16 85 to	17 35
Gray forge, Pittsburg .....	16 00 to	16 25
Basic, Valley .....	15 75 to	16 00
Basic, Pittsburg .....	16 60 to	16 85

**Steel**—Independent finishing mills still experience considerable trouble in securing an adequate supply of steel and Bessemer billets continue firm at \$24.50 to \$25, Pittsburg. Sheet and tin bars are held at \$26 to \$27, and Bessemer and open-hearth rods at \$31 to \$31.50.

**Plates**—A meeting of the plate association will be held in New York tomorrow and there is little doubt that prices will be reaffirmed. The majority of the plate manufacturers are opposed to a plate advance at this time, considering it unseasonable.

**Structural Material**—A meeting of the beam association is being held in New York to-day, but no change in prices is anticipated. Much work is being held up on account of the severe weather, but a tremendous tonnage is looked for this year.

**Bars**—Little new business is being received by the mills, but specifications are heavy and on many sizes of steel bars prompt shipments cannot be had. Little new business is being placed in iron bars, but all the mills are comfortably fixed as to tonnage.

**Sheets**—Effective February 9, the leading interest advanced blue annealed sheets \$1, galvanized \$2, and corrugated galvanized roofing 10 cents a square. An advance in black sheets is looked for, but it will hardly be made until milder weather sets in. As a result of the large stocks that have accumulated in the hands of consumers at lower prices a considerable tonnage has been resold at slight concessions below the prevailing market. Independents will not quote for delivery in more than 60 days on account of the uncertainty of the steel market, although the leading interest will contract for six months' or a year's supply.

**Wire and Wire Nails**—There is little change in the market, the mills continue to operate in full and are accumulating large stocks in anticipation of a good Spring trade.

**Merchant Steel**—Demand is heavy in all lines and the mills of the Crucible Steel Co. of America are operating in full. There has been no change in prices.

**Old Material**—Heavy melting stock is easier and is offered at \$16.25, while low phosphorus material is down to \$17.50. The decline in the latter is marked and is no doubt due to the heavy offerings that followed the recent sharp decline. The market generally is very quiet.

**Coke**—The Lackawanna Steel Co. has again purchased coke, this lot for shipment to its Lebanon furnaces, which will be placed in operation in about two weeks. The coke is for delivery the remainder of the year and calls for the shipment of 100,000 tons. The contract price was \$2.30. Prompt furnace coke is selling at \$2.50 to \$2.60 and foundry at \$2.75 to \$3.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 58.)

## QUEBEC MARKETS.

Office of HARDWARE AND METAL,  
10 Front Street East.

Toronto, Feb. 17, 1905.

### Hardware.

**S**HIPMENTS have been somewhat delayed during the past week owing to the heavy storms. Travelers too, have experienced great difficulty in transacting business on account of the irregularity of trains. Everywhere is evidenced a strong belief among the retail hardware merchants that this year's business will be far in advance of last year, and, as a result of this, the majority of retail merchants are purchasing quite freely—in some instances one might say recklessly. This is especially noticeable in shelf hardware. A new list on handles has been distributed by the manufacturers. The new list quotes a higher figure, but will not effect the retail merchant, as the jobbers are giving a larger discount. The keen competition among the lantern manufacturers has forced the price to a low figure. No material change is noted among the jobbers this week, but it is anticipated by all that a marked decline will occur in the near future. All articles manufactured from iron are firm and an advance is expected to take place. Wire is selling quite freely. The jobbers are expecting to experience a difficulty in filling orders this coming season owing to a strong demand having developed in the Southern States, and as the American manufacturers can obtain a better price on their own market it will eventually mean a curtailment of the amount usually exported to this country. The approach of the Summer season has caused a good demand for green wire cloth, poultry netting and spring hinges. Some large orders have been booked by the wholesale houses during the past week. It has been estimated that about fifty per cent. of the orders received by the wholesale houses are for future shipment.

**Axes**—A good demand continues with an unchanged price list. We quote: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—A new list has been received by the jobbers. A slight change is expected. Our quotations are: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—A better demand has originated. Prices continue unchanged. We quote: Hand sewing machines, \$11 each net; complete machines

with stand, \$18 and up, according to quality.

**Lanterns**—Another decline is expected to occur as a result of the keen competition. We quote: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—A better demand is current. Prices are firm. Prices f.o.b. Cleveland have declined from 12 to 15c. Our quotations are: \$2.75 for 100 lbs, f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—Orders are arriving more freely. Prices are firm. Quotations are: \$2.65 per 100 lbs, keg for bright, and \$3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—A good trade continues in rivets and burrs. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half pound boxes.

**Screws**—Some large orders have been booked recently. A good demand is current for all sizes. We quote: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Trade conditions continue unchanged. A better arrival of orders is noted.

**Wire Nails**—Prices are firm and an advance is likely to occur. Our quotations are as follows: \$2.25 a keg f.o.b. Montreal.

**Cut Nails**—A better demand for cut nails is current. Prices continue unchanged although firm. Our quotations are \$2.20 a keg f.o.b. Montreal.

**Horseshoes**—Large orders are being received. Prices continue unchanged although firm. We quote as follows: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—Trade is brisk in horse nails and it is expected that blacksmiths throughout the country are stocking.

**Sporting Goods**—A quietness in trade is noted this week and no large sales are expected to be made until the hunting season opens next Summer. Our quotations are as follows: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs; chilled, \$7 per hundred lbs; buck and steel, \$7.50 per hundred lbs; ball, \$8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—Retail merchants are beginning to stock in order that they may be prepared to meet the demand when the building season begins.

**Cordage**—A better trade is noted this week. It is expected that the retail merchants will begin to send in their orders in the next week or ten days.

**Cement and Firebrick**—Trade has become quiet again and is expected to remain so until Spring. Prices continue unchanged. We quote the following: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.35 ex cars. Firebrick, English and Scotch, 18 to 22c; American, 30 to 35c.

**Coil Chain**—Trade conditions continue unchanged. We quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth**—A larger number of orders have been booked during the past week. Our quotations are \$1.50 per hundred square feet.

**Poultry Netting**—Reports state that there is a large demand for poultry netting this week. Discount for 2 inch 19 gauge standard, extras at 60 and 5; for 2 inch 16 gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—A better demand is noted. We quote as follows: No. 5, \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.

### METALS.

With the exception of tin plates, trade is quiet. Manufacturers of tin cans, sap spouts, pails, etc., have sent in some large orders and trade in this particular line of goods is moving briskly. This quietness in trade which is not exceptional, is due probably to the fact that those who do not use a very large amount of stock at this time of the year are not anxious to buy, preferring to wait till after the cheap freight rates come in force. Zinc has a steady demand from the manufacturers of babbitt metal.



Prices are firm although no advance is anticipated. The general advance which was expected to take place has almost vanished, caused by the absence of orders for either immediate or future shipment.

**Pig Iron**—Pig iron is firm. The demand is not as strong as that of a week ago and it is rumored that a cheaper brand, from some smelter foreign to the brands quoted below, has caught the fancy of the consumers. Our quotations are:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom.," No. 1.....	17 50 " "
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17 50 " "
" No. 3.....	16 50 " "
" No. 4.....	16.00 " "
Londonderry.....	\$18.50 to \$19.00 delivered Montreal.
Glangarnock.....	20.00 " "
Gartsherrie.....	19 25 " "
Carnbroe.....	18.50 " "
Carron No. 1.....	20.00 delivered Montreal.
" (special).....	19.00 " "
Ayresome No. 1.....	18.50 " "
" No. 3.....	18.00 " "
Summerlee.....	20.00 " "
Clarence No. 1.....	18.00 " "
" No. 3.....	17.50 " "
No. Cleveland.....	18.00 " "

**Bar Iron**—Trade is quieter. An absence of the usual orders for future shipments is noted. We quote an advance on previous prices, the change being due not to an advance in price, but to a change from manufacturers' to jobbers' list. Quotations are as follows: Merchant bar, \$1.80; horse-shoe iron, \$2.02 1-2; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—This market is featureless. We quote the following: Colonial and Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Prices continue unchanged. We quote the following: Sleighshoe, \$1.90; tire, \$2; spring, \$2.75; toecalk, \$2.55; machinery, iron finish, \$2.05; square harrow, \$2; reeled machinery steel, \$2.75; mild, \$1.85; rivet, \$1.85, net cash thirty days.

**Cold Rolled Shafting**—Orders are being reserved until navigation opens. Prices remain the same. Our quotations are. Cold rolled shafting, 3-4 inch to 1 7-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—Only a fair amount of orders are arriving. Quotations are as follows: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized, 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—There is a fair demand with a steady market. The prices quoted being a minimum. We quote: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—There is no change in the market for galvanized iron, which continues steady. We quote: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge,

\$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—There is no change. Prices are firm at 9 1-2c.

**Sheet Zinc**—No advance is anticipated and prices are expected to remain steady. Quotations are: Case lots, \$7; small quantities, \$7.25 upwards.

**Tin Plates**—Large orders for tin plates continue to arrive from the manufacturers of tin cans, pails, sap spouts etc. Our quotations are: Cokes, \$3.75; charcoal, \$4.

**Ingot Tin**—Tin has become firm again. No advance is expected to occur. The price is now 32 1-2 to 33c.

**Ingot Copper**—The copper market is firm. Some large orders have been received from the brass manufacturers. Our quotations are as follows: 16 1-4c to 16 1-2c; no concessions whatever being obtainable on these prices.

**Ingot Zinc**—There is a good demand for zinc for the manufacture of babbit metal. We quote: 6 3-4 to 7c.

**Pig Lead**—Prices remain the same, although firm. The demand is fair. We quote: \$3.50 to \$3.60, no concessions being obtainable.

**Boiler Tubes**—Trade is steady and featureless. Prices continue unchanged. Quotations are: Highest grade soft steel, British and American tube, 11-2 inch, 8 1-2c; 2 inch, 8 1-2c; 2 1-2 inch, 10c; 3 inch, 12 1-4c; 3 1-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

**Scrap Metal and Old Material**—Scrap metals are moving more freely. Dealers and manufacturers still continue to disagree over the price of old rubbers and trade in this line is quiet. The firm condition of scrap metals will warrant another advance. We quote: Heavy copper and wire, 12 1-4c; light copper, 11 1-4c; heavy red brass, 10 1-4c; heavy yellow brass, 7 3-4c to 8c; light brass, 6c; lead, 3 1-4c; zinc, 3c; No. 1 country rags, 65c to 75c per 100 lbs; old rubbers, 5 1-2 to 6c.

## ONTARIO MARKETS.

Office of HARDWARE AND METAL.

10 Front street east.

Toronto, Feb. 17, 1905.

**A**RTIC weather has had considerable to do with a falling off in business during the past week. The railways have been tied up by the heavy snowfall and shipments of freight and the movements of travelers have been considerably impeded in consequence. The eastern part of Ontario appears to be tied up worse than the west, this being the reverse of the experience of last Winter. What orders

are being received are small and business on the whole is dull.

The demand for screws, bolts and nuts is very brisk. No advance in prices has taken place as yet, although two advances have been made in the United States, and the market in Canada usually responds to changes in prices across the line.

Price lists remain unchanged.

**Lawn Mowers**—The demand is normal and orders are being placed.

**Guns and Ammunition**—There is very little demand at this season of the year.

**Washing Machines**—There is the usual demand.

**Chain**—The demand of chains continues brisk owing to large orders from lumbermen. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—Prices remain firm and trade is active. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices are unchanged and trade is good.

**Barb Wire**—Very little demand is met with at this season.

**Wire Nails**—Demand is normal. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—There is a fair trade being done. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—A very good demand for horseshoes is reported. We quote: "P. B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—No change in prices is recorded. The demand is brisk and prospects for a large business this season are excellent.

**Rivets and Burrs**—Trade is active and prices unchanged.

**Bolts and Nuts**—Prices have not advanced although they are expected to do so. The demand is very active.

**Woodenware**—Business is normal and prices as before.

**Cordage**—Prices remain unchanged, the market being unsettled owing to foreign competition. Our quotations are: Binder twine, Blue Ribbon, 12 1-2c; Red Cap, 11 1-2c; Tioer, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; double lathvorn, 10 1-2c; single lathvorn, 10c; sasbeord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2



to 17c; cotton waste, colored, 63-4c; white, 11 to 13c.

### METALS.

An improvement is noted in the local market, more shipments being made out of stock, copper ingots being very active. Prices have not changed on any lines except old materials, these being raised on certain articles owing to scarcity of supply. The tendency of the metal market is to become more active.

**Pig Iron**—Trade is active, a fair number of booked orders being recorded. Prices are unchanged. We quote:

Middleboro, f.o.b., Toronto	\$21 00
Hamilton, No. 1, at furnace	18 00
No. 2, " "	17 50
Midland, No. 1, " "	18 00
No. 2, " "	17 50
Radnor, at furnace	27 50
Londonderry, at furnace	16 50 to 17 00

**Bar Iron**—There is a very good demand, and prices are stiffening. The rolling mills are busy and unwilling to grant any concessions to purchasers. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—Tin is very strong and active, the demand being good and prices unchanged. Quotations are from 32 to 34c per pound.

**Galvanized Sheets**—The market continues active. Prices are firm.

**Tin Plates**—Conditions are unchanged the market being active and prices firm.

**Canada Plates**—The market is quiet, there being little demand. Prices are unchanged.

**Brass**—The demand continues strong, prices being as before. Discounts are 10 per cent.

**Lead**—The market continues firm. Prices remain unchanged. We quote: Pig lead, \$3.80 per 100 lbs; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—More activity is noted for zinc spelter. Quotations continue as follows: 7c per lb for foreign and 51-2 to 53-4c per lb for domestic.

**Copper**—The demand for copper ingots is very active. Prices have not advanced. Quotations are as follows: Ingot copper, 161-4c per lb and sheet copper, 21c per pound.

**Antimony**—The market is quiet, and prices remain unaltered.

**Cement**—Very few orders are being placed at present, the builders evidently holding off with the expectation that cheaper prices will be quoted later on owing to competition from American houses. There is little chance that this forecast will be correct, however, as the demand in the large centres in the United States this Spring will probably be larger than the supply, prices, therefore, being more likely to increase rather than decrease. In former years the high prices asked, about \$2.25 per barrel, encouraged American manufacturers to dump their surplus product onto the Canadian market but the low prices at which cement is now offered

will not encourage foreign imports as in former years. Prices remain about as before. We quote: For carloads orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—There is a normal demand for the various classes of firebrick, although the supply is limited. There has been no change in prices. We quote as follows: English and Scotch firebrick, 30 to 35c; American, low grade, 25 to 30c; high grade 321-2 to 40c.

**Building Paper**—There is little doing in building paper at this time of the year. Many orders are being received, however, for future delivery and some large orders are coming from Winnipeg and other points in preparation for a large building season.

**Old Material**—There have been several changes in prices offered for some lines, a scarcity having forced dealers to offer larger prices than formerly. On one or two lines prices have been cut slightly owing to a surplus of stock on hand. The general demand continues firm. We quote as follows: Heavy copper and wire, 121-2c per lb; light copper, 111-2c per lb; heavy red brass, 101-2c per lb; heavy yellow brass, 8c per lb; light brass, 6c per lb; tea lead, \$2.40 per 100 lbs; heavy lead, \$2.60 per 100 lbs; scrap zinc, 4c per lb; iron, No. 1 wrought, \$11; No. 2 wrought, \$3 to \$5; machinery cast scrap, \$14; stoveplate, \$10; malleable and steel, \$5; old rubbers, 51-2c per lb; country mixed rags, 65c per 100 lbs.

**Coal**—There is a stiffening in the coal market owing to the difficulty being experienced by the railways in filling orders placed with operators. The market continues steady and while no advances have been made as yet a continuation of the present condition will probably result in an advance. We quote as follows: Anthracite in cars at bridges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hoeking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 11-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

### TRADE CONDITIONS IN NEW BRUNSWICK.

Special Correspondence of **HARDWARE AND METAL.**

St. John, Feb. 14, 1905.

A BUSINESS change of some interest to hardware people has just taken place here. This is the dissolution of the firm of Quinn & Allen, plumbers, tinmiths, stove and hardware merchants. The firm was made up of Joseph T. Quinn and C. B. Allen, and has been conducting business on Main street. Mr. Allen will now give his undivided attention to his own stove and hardware busi-

ness, while Mr. Quinn will continue the business at the late firm's old stand. This business has been a successful one, and as Mr. Quinn served as managing partner of the firm, he is well acquainted with all the details, so success should be continued.

The effect on business of the very stormy weather which has prevailed lately, has been considerable, and of course the hardware men have suffered with others. Not only has freight been delayed, but travelers have, in many cases found it next to impossible to get through the country to wait upon the retailers. Moreover, the mails have also been delayed in many instances—something which has also had its effect—and, of course, business generally has been somewhat duller than usual. It is said, however, that orders are now coming in, though slowly.

It is now rumored that the axe manufacturers have agreed to raise the prices of their goods somewhat. This decision, so it is said, was arrived at a few days ago. Whether or not the rumor is well founded remains to be seen. The proposed rise would, of course, affect the goods of the several firms in the city engaged in the manufacture of axes. It has been claimed that the axe people have been placing their goods on the market at a figure which has allowed very little profit so that the increase in the prices would not be at all unreasonable. The report states that single bit axes will bring about \$7.00 retail, those with double bits about \$11.00.

The general situation is firm, and the outlook is bright. One or two lines, however, show a slight tendency to drop. Guns are now a little lower than a short time ago, but ammunition, their necessary accompaniment, shows no sign of becoming cheaper.

A new furniture company has recently begun operations at Newcastle. This is the Anderson Furniture Company, Limited. At present the company has travelers in the West as well as the Maritime Provinces.

### TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver B. C., Feb. 10, 1905.

THE manufacture of writing inks, metal polish and blueing is to be undertaken by the firm of Morris, Baird & Co., of Victoria. They claim to have a superior article to offer in the way of writing fluid, and in the matter of metal polish are preparing to place on the market a proprietary article of cheaper price than most of those in common use. At Port Renfrew, on the west coast of Vancouver Island, the firm has secured a property on which is a deposit of rotten-stone or "tripoli" from which they have made a splendid article of metal polish. They also turn out a polish for silver and plate.

Two miners of Dawson, while working their claim, No. 7, on Big Skookum Gulch, unearthed a massive nugget of



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platinum weighing over 35 pounds. This amount is a considerable percentage of the total annual production of the continent of America, and it is worth more than gold. If the nugget proves to be pure, or nearly so, it will net its finders the sum of \$15,000.00. It is rarely found in large quantities in any place, and in all gold-bearing streams it is usually noticed in very finely divided state, so fine indeed, that it frequently defies any process of saving it. In the waters of the Saskatchewan river, at Edmonton, where fine gold was saved for years by hand-work and dredging, the existence of platinum was also known, but despite the expenditure of thousands of dollars on electrical and other appliances, no method for its economic recovery from the black sand was ever successfully worked.

The Canadian-Australian liner, Miowera, which sailed last week for Australia, took out large shipments of Canadian manufactures. One consignment consisted of pianos and organs of Canadian makes, while wagon wheels, canned salmon and other manufactures, distinctively Canadian, were included in the 1,800 ton cargo the steamer took from this port.

The plans of the Canadian Pacific Railway for 1905 are said to include the construction of the Kootenay Central Railway, from a point on the Crow's Nest Pass Railway via Fort Steele, the headquarters of the Kootenay and Columbia rivers, and down the valley of the latter stream northward to the main line of the C. P. R. at Golden. The syndicate which has held the charter for several years is very active, and it is positively asserted that the big Canadian railway corporation is financing the project. The building of the line would open up two hundred miles of fine country, where both mining and agriculture would be prosecuted with advantage.

F. J. Anderson, representing Winnipeg parties, has been in south-east Kootenay for some time preparing to put in a mill to cut from timber limits owned by his principals. The mill machinery is now on the way and will be erected at or near Mayook, on the Crow's Nest Pass Railway. Logging operations on the limits near Mayook have been begun and the mill will be ready for operation in the Spring.

E. F. Ferris and John Rennie, lumbermen of Traverse City, Mich., have become heavily interested in timber limits in British Columbia. The gentlemen represent a large syndicate, which has backed them in purchasing valuable timber areas. It is now the intention to erect a large saw-mill, and the location has been practically decided upon. As the limits secured by the syndicate are in the interior, the mill is to be there too. It will be located on Kamloops lake at Savonas on the main line of the C. P. R. The syndicate have secured options on two pieces of property in that vicinity, and will report to their associates fully, before a decision is reached. Interviewed, Mr. Ferris said, "Mr. Rennie is accompanying me in

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And SIEMENS MARTIN

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the capacity of an expert in the lumber business. He is making a thorough examination into local conditions and will report on the best location for the proposed mill. As you know, it takes time for any syndicate or company to come to a decision when the expenditure of many thousands of dollars are involved. This matter is also affected by the unstable market conditions at present in this country."

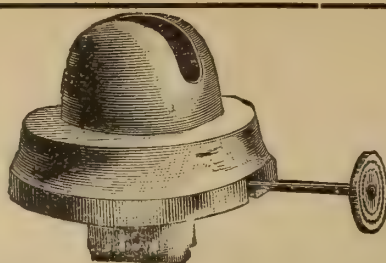
The new company intends applying for provincial incorporation very shortly.

The Mundy Lumber Co., which is erecting a large saw-mill at Three Valley Lake, near Revelstoke, has secured the services of E. L. Kinman, an experienced lumberman to take entire charge under contract, of the work of getting out logs from their limits west of Revelstoke. The contract is for an annual cut extending over a term of years. Mr. Mundy recently came here from the United States to invest in the lumber and saw-mill business. Camps for eighty men have been erected in the woods, and a dam on Three Valley Creek has been erected to facilitate the sluicing of logs.

In the past six months the revenue received by the British Columbia government from timber amounted to over \$200,000. It is anticipated that for the year ending June 30, 1905, the revenue will exceed \$365,000.00, or \$1,000.00 per day.

The large mill of the Elk Lumber & Mfg. Co., at Fernie, on the Crow's Nest Pass Railway, is now completed and awaits the installation of twenty cars of machinery still on the way, when it will be put into operation. The new mill will have a daily capacity of 150,000 feet. In preparing foundations for the boilers and engines, for the refuse burner and in preparing low-waves dam, etc., a great deal of rock work and excavation has been done, and everything is of massive construction.

Penticton, at the southern end of Okanagan lake needs a saw mill or lumber yard. At present, there is no concern there engaged in that industry in any way, and in view of activity expected next season, since the lands surrounding the town have been thrown on the market, it is very likely a promising location is now begging for a taker.

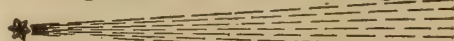


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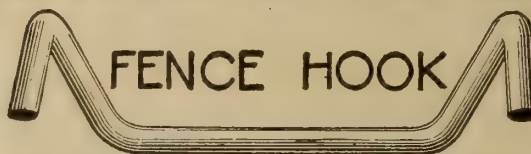
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A most regrettable accident at Arrowhead a few nights ago caused the loss by fire of the boarding house of the Arrowhead Lumber Co., at Arrowhead. One of the employees who slept in the building perished in the flames, and in endeavoring to assist in controlling the fire, W. R. Beattie, manager of the company sustained injuries from which he died two days ago.

At the annual meeting of the Retail Lumber Dealers' Association of the Northwest and Manitoba, held in Winnipeg, recently, the following officers were elected: President, J. L. Campbell, of Toledo; vice-president, D. E. Sjraque, Winnipeg; directors to succeed the two retiring directors, J. R. Bonn, Milestone, Assiniboia; D. N. Lincoln, Winnipeg.

The association also decided that the time had arrived when they should organize a mutual fire insurance company, a matter which the members have had under consideration for some time. Active steps are to be taken at once.

The big flume of the Burrard Inlet Flume & Boom Co., being erected in the valley of the Capilano River, across the inlet from Vancouver, is nearing completion. It will be eight miles long, and is expected to be ready for business early in the Spring. Several mills will be able to use the flume for transporting timber either sawn into lumber or in the rough state, from the upper waters of the Capilano. At one place, in the "Capilano canon" famed for its rugged scenery, the flume has to be suspended in the air for some distance.

## UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Age, Feb. 16, 1905.

It is estimated that during the past ten days the leading southern producers of pig iron have sold an aggregate of 100,000 tons, of which approximately 40,000 tons were taken by a large firm of merchants, while the principal pipe maker took 30,000 tons, and an independent pipe interest purchased 15,000 tons. The extraordinary statistical position has aroused much interest and buyers are showing a decided disposition to cautiously feel the market for deliveries well into the third quarter. This is true of eastern steel makers on basic pig iron. In New York and New England some large founders have taken round blocks, one purchasing 3,000 tons. Others are now in the market, but the amounts involved do not call for requirements for any length of time.

The position of the United States Steel Corporation is shown by the fact that a few days since a lot of 5,000 tons of pig iron was purchased for immediate shipment to the Lorain Steel plant. This comes on the heels of recent buying which was supposed to have taken care of February needs. For the Chicago district it is important to the general foundry trade that the Illinois Steel Company is withdrawing as a seller. It is in this district alone that any of the constituent companies of the United States Steel Corporation is a factor in the supply of pig iron for the general trade.

The details of the advance in sheets announced last week are that Nos. 10 to 16 blue annealed sheets have been put up \$1 per ton and galvanized sheets \$2 per ton. There was no advance on box annealed sheets.

The tin plate industry is under extraordinary pressure. The plants are running to full capacity, and yet the mills are getting behind in deliveries.

## LONDON METAL MARKETS.

From Metal Market Report, Feb. 14, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 48s and Scotch warrants at 53s, making prices as compared with last week unchanged for Middlesboro and 14s higher for Scotch warrants.

**Tin**—Spot tin opened firm at £132, futures at £130 12s 6d, and after sales of 120 tons of spot and 60 tons of futures closed steady at £132 for spot and £130 7s 6d for futures, making price as compared with last week 15s higher on spot and 7s 6d higher on futures.

**Copper**—Spot copper opened quiet at £67 10s, futures at £67 17s 6d, and after sales of 50 tons of spot and 25 tons of futures closed easy at £67 7s 6d for spot and £67 15s for futures, making price as compared with last week 2s 6d higher on spot and 3s 9d higher on futures.

**Lead**—The market closed at £12 8s 9d, making price as compared with last week 2s 6d lower.

**Silver**—The market closed at £24 17s 6d, making price as compared with last week 2s 6d higher.

## HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m.  
Friday, Feb. 3, 1904.)

Office of **HARDWARE AND METAL**,  
Room 515 McIntyre Block,  
Winnipeg, Man.

**B**ONSPIEL week with its influx of retail merchants to the city has had a beneficial effect on the hardware jobbing trade. Perhaps the hardware trade should benefit more than any other because of the Retail Hardware convention held this week. A full report of the proceedings at this convention will appear next week.

\* \* \*

The price list is steady throughout and general business is improving.

**Wire**—Trade continues active in all classes of wire and wire fencing. Prices are, as before. We quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized.....6 to 8	3 39
".....9 2 50	2 90
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Plain twist.....	2 85
Staples.....	3 35
Oiled annealed wire.....10	2 96
".....11	3 02
".....12	3 10
".....13	3 20
".....14	3 30
".....15	3 45
Annealed wires (uncoiled) roc. less.	

**Horseshoes**—Trade is quiet and prices are steady. We quote:



**THIS SHOWS THE  
"HALITUS"**

**THE FINEST VENTILATOR OR CHIMNEY  
COWL MADE.**

It gives a positive upward draft under all conditions—no "go" but no order—and exhausts more cubic feet of air per minute than any other ventilator.

Made of Galvanized Sheet or Sheet Copper.

The perfect simplicity and clear mechanical arrangement of the "Halitus" will delight you, if you want a ventilator that really and perpetually ventilates. Read all about them in our catalog.

**METALLIC ROOFING CO.,**  
Limited,  
Wholesale Manufacturers,  
TORONTO, CANADA.

Horseshoes, iron, No. 0 to No. 1.....	\$4 55
No. 2 and larger.....	4 30
Snow shoes, No. 0 to No. 1.....	4 80
No. 2 and larger.....	4 55
Steel, No. 0 to No. 1.....	4 70
No. 2 and larger.....	4 45

**Horsenails**—List price and discounts are as follows:

Horsenails, No. 4—1½ in., list price.....	0 48
" " 5-2 " ".....	0 32
" " 6-2½ " ".....	0 28
" " 7-2½ " ".....	0 24
" " 8-2½ " ".....	0 22
" " 9-2½ " ".....	0 20
" " 10-2½ " ".....	0 20
" " 11-2½ " ".....	0 20
" " 12-2½ " ".....	0 20
" " 14-3½ " ".....	0 20

Discounts on these prices are for "C" brand 40, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

**Wire and Cut Nails**—Prices are steady and thus early in the season orders are coming in briskly. We quote:

Cut Nails—	Wire Nails—
2d 1 in.....\$4 00	1 in.....4 00
3d Fin. 1½ in.. 4 00	1½ in.....3 65
3d 1½ in.....3 65	1½ ".....3 40
4d 1½ in.....3 40	1½ ".....3 40
5d 1½ in.....3 40	2 ".....3 30
6d 2 in.....3 30	2½ ".....3 15
8d 2½ in.....3 15	3 ".....3 10
10d 3 in.....3 10	3½ ".....3 05
20d 4 in.....3 05	4 ".....3 05
30d 4½ in.....3 00	4½ ".....3 00
40d 5 in.....3 00	5 ".....3 00
50d 5½ in.....3 00	5½ ".....3 00
60d 6 in.....3 00	6 ".....3 00

**Screws**—Trade is brisk for the season. We quote discounts as follows:

Screws, flat head, iron, bright.....85 and 10 p.c.
Round " ".....80 p.c.
Flat " brass.....75 and 10 p.c.
Round " ".....70 and 10 p.c.
Coach.....70 p.c.

**Nuts and Bolts**—We quote:

Bolts, carriage, ¾ or smaller.....60 and 5 p.c.
" 7-16 and up.....55 p.c.
Bolts, machine, ¾ and under.....55 and 5 p.c.
" 7-16 and over.....55 p.c.
Bolts, tire.....65 p.c.
Bolt ends.....55 p.c.



The Hanover Portland Cement Co., Limited  
**HANOVER, ONTARIO**  
 Manufacturers of the celebrated **"Saugeen Brand"**  
**OF PORTLAND CEMENT.**  
 Prices on application.

In ordering, specify your

**Galvanized Sheets**

**"Windmill Best"**

Once used, always used.

**PRICE LOW.**

**QUALITY A. I.**

Made by

**J. Summers & Sons, Ltd.**

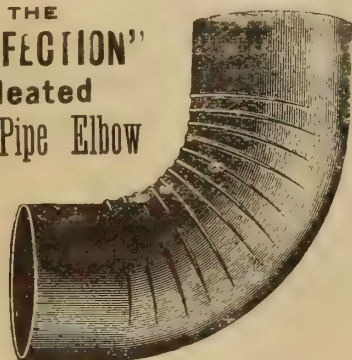
**STALYBRIDGE, ENG.**

Agent

**F. HANKIN, - Montreal**

THE  
**"PERFECTION"**  
**Pleated**  
**Stove Pipe Elbow**

Made  
 of  
 Best  
 Material



Will not get out of place. Guaranteed to fit and wear. Prices lower than any of the elbows now on the market, and is better value. A strong seller. Write to-day. Be in time for spring house-cleaning.

**St. Arnaud Freres**

**425 St. Paul St., Montreal**

**Window  
 Shades**

Special attention and promptness with all orders has put us ahead so fast in the Window Shade trade that we believe we would surprise Canadian buyers. You are invited to send in your enquiries for our Catalogue, or for our Traveller to call upon you. We please others and can please you.

**SMITH, CARTER & SMITH, LIMITED**

OFFICES

**681, 683, 685 CRAIG ST., MONTREAL**

Sleigh shoe bolts .....	.65 and 10 p.c.
Machine screws .....	70 p.c.
Plough bolts .....	55 p.c.
Square nuts, case lots .....	3c. discount.
" " small lots .....	2½c.
Hex " case lots .....	3c.
" " smaller lots .....	2½c.

**Rivets—We quote again as follows:**

Rivets, iron .....	.60 and 10 p.c.
Copper, No. 8 .....	29½
No. 12 .....	33

**Coil Chain—Prices continue unchanged. We quote:**

Coil chain, 3-16 inch .....	9.25
" ¼ inch .....	7.25
" 5-16 inch .....	5.20
" ¾ inch .....	4.60
" 7-16 inch .....	4.45
" ¾ inch .....	4.30
" ¾ inch .....	4.10
" ¾ inch .....	4.30

**Shovels—The discount on shovels and spades are 40 and 5 per cent.**

**Harvest Tools—Discount 60 per cent.**

**Axe Handles—We quote:**

Axe handles, turned, s. g. hickory, doz. ..	\$3 15
No. 1 .....	1 90
No. 2 .....	1 60
Octagon extra .....	2 30
No. 1 .....	1 60

**Files—We quote:**

" Arcade " .....	70 and 10 p.c.
" Black Diamond " .....	60 p.c.
" Nicholson's " .....	62½ p.c.

**Building Paper—Business is becoming more brisk for Spring delivery. Prices are steady. We quote:**

Anchor, plain .....	65c.
" tarred .....	70c.
Pure fibre, plain .....	67½c.
" tarred .....	80c.

**Ammunition, Etc.—We quote as before:**

Ammunition, cartridges, Dominion R.F. ..	50 and 5 p.c.
Dominion, C.F., pistol .....	30 p.c.
" military .....	15 p.c.
Ammunition, cartridges, American R.F. ..	33½ p.c.
C.F. pistol .....	5 p.c.
C.F. military .....	10 p.c. advance.
Loaded shells:	
Eley's and Kynoch's soft, 12 gauge ..	
black .....	15 00
chilled, 12 gauge .....	16 00
soft, 10 gauge .....	18 00
chilled, 10 gauge .....	19 00
Shot, Ordinary, per 100 lb .....	6 25
Chilled .....	6 75
Powder, F.F., keg, Hamilton ..	4 75
F.F.G., Dupont's .....	5 00

**Tinware—Discounts unchanged. We quote:**

Tinware, pressed, retinned .....	70 and 10 p.c.
" plain .....	75 and 2½ p.c.
" pieced .....	30 p.c.
Japanned ware .....	37½ p.c.
Enamelled ware, white .....	45 p.c.
" Famous .....	50 p.c.
" Imperial .....	50 and 10 p.c.

**Cordage—We quote:**

Rope, sisal, 7-16 and larger, basis .....	11 25
Manila, 7-16 and larger, basis .....	15 25
Lath yarn .....	11 25

**Axes—We quote:**

Axes, chopping .....	\$ 6 75 to 12 00
" double bits .....	12 00 to 18 00

**Iron and Steel—This market is firm and local prices are unchanged. We quote:**

Bar iron (basis) .....	2 50
Swedish iron (basis) .....	4 75
Sleigh shoe steel .....	2 65
Spring steel .....	8 00
Machinery steel .....	3 50
Tool steel, Black Diamond, 100 lb .....	9 50
Jessop .....	13 00

**Black Sheets—Spring business is opening out well. We quote as before:**

Black sheets, 10 to 16 gauge, 100 lb. ....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

**Galvanized Sheets—We again quote:**

Apollo, 16 gauge .....	4 00
18 and 20 gauge .....	4 00
22 and 24 gauge .....	4 25
26 gauge .....	4 50
28 gauge .....	4 50
30 gauge or 10½ oz .....	4 75
Queen's Head, 24 gauge .....	4 25
26 gauge .....	4 50
28 .....	4 75

**Tin Plates—We quote prices as before:**

Tinplate, IC charcoal, 20 x 28, box ....	10 00
" IX .....	12 00
" IXX .....	14 00

**Ingot Tin—Quoted at 35 cents.**

**Canada Plates—We again quote as follows:**

Canada plate, 18 x 21, 18 x 24 .....	3 25
Canada plate, 20 x 28 .....	3 50
Canada plate, full polished .....	4 00

**Sheet Zinc—The price of cask lots is -8.25 per 100 lbs. and of broken lots \$8.75.**

**Pig Lead—Still quoted at \$4.50 per 100 lbs.**

**Iron Pipe—We again quote as follows:**

Black iron pipe, ¾ inch .....	2 45
" ¾ " .....	2 65
" ¾ " .....	3 00
" ¾ " .....	3 80
" 1 " .....	5 50
" 1½ " .....	7 45
" 1½ " .....	8 95
" 2 " .....	12 30

**Petroleum—There have been no further changes since the reductions noted last week. We again quote:**

Silver Star, per gal .....	20½c.
Sunlight .....	21½c.
Eocene .....	23½c.
Pennoline .....	24½c.
Crystal Spray .....	23½c.
Silver Light .....	21½c.

(In barrels f.o.b. Winnipeg.)

**Paints and Oils—Prepared paints and general painting material are now in better demand for Spring delivery. We quote:**

White lead (pure) .....	\$5 00 to \$5 50
Bladder putty, in bbls .....	0 02½
" in kegs .....	0 02½
Turpentine, pure in barrels .....	\$ 0 84
Less than barrel lots .....	0 89
Linseed oil, raw .....	0 55
Boiled .....	0 58

**Window Glass—We again quote:**

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches .....	\$2 25
26 to 40 " .....	2 50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4 00
26 to 40 " .....	4 25
41 to 50 " .....	4 75
51 to 60 " .....	5 25
61 to 70 " .....	5 75
21-oz. C.S., double, in 100-ft. cases—	6 30
26 to 40 united inches .....	7 35
41 to 50 " .....	8 40
51 to 60 " .....	9 45
61 to 70 " .....	10 50
71 to 80 " .....	11 55
81 to 85 " .....	12 60
86 to 90 " .....	14 70
91 to 95 " .....	17 35
96 to 100 " .....	



## TIMELY TRADE TOPICS.

By W. W.

A TOPIC which might be discussed to general advantage is the treatment of retailers by travelers and vice versa. A representative of Hardware and Metal dropped into a gathering of commercial men recently and listened to some of the stories they told of the experiences met with on the road. The difficulties of making railroad connections, of getting baggage forwarded and of covering the ground well enough to make a good showing to the wholesale employer were all talked over and the discussion worked into the treatment received from merchants, who seem to look upon travelers as professional hypnotists who should be avoided or as men who have nothing to do and whose chief object in life is to kill time. The latter impression appeared to be the most general, many incidents being related of how travelers were kept waiting for hours while preachers or village gossips discussed the weather or the time of day with the merchant, while the knight of the road knocked his heels together and looked at his watch to see if his train was due or not.

It should be plain to all retailers that the more time wasted by travelers the greater the cost of the wholesale in selling goods and the higher the price the retailer has to pay for them. It should, therefore, be to the retailer's advantage to facilitate the traveler's duties by hearing what he has to say and only allow pressing business to interrupt the conference. Many things can be learned from travelers if their friendship is cultivated. New ideas adopted in other stores might be discussed and these suggest ways of bettering the appearance and improving the methods in use in the local store.

But it is probable that some criticism can also be given the travelers by the retailers and Hardware and Metal would be glad to hear their side of the case. We have heard of commercial men who make themselves obnoxious by "butting in" on important business of the retailer's and by hanging on to his prospective customer for hours after he has been told that no order will be given. Men of this type encourage the merchant to slide out the back door when the knight of the road is seen coming in at the front. A more businesslike method would be to give the traveler fifteen minutes to tell his story and absolutely decline to talk with him after that time is up—even if he does press

an invitation to visit the hotel bar. Treatment of this kind will probably make the traveler understand his position and be more considerate next time. And it must be a miserable feeling to have to keep out of one's own store in order to avoid a man who may possibly have something good for the business. It is always best to be a gentleman and if the other fellow isn't, to make him understand that until he becomes one he cannot do business with you.

\* \* \*

We present this week a view of the interior of the hardware store of W. A. Mitchell, Kingston, the picture showing it to be an attractive store where there is a place for everything and everything

The Vokes Hardware Co., Yonge and Adelaide streets, Toronto, are showing a cutlery window this week that is attracting a great deal of attention. The ceiling is relieved and the top space filled up by a lattice work painted red, from which hang razor strops and attractive safety razor signs, this overcoming the empty appearance too often noticed in windows dressed by hardware merchants. On the two walls of the window cloth covered boards of various shapes are used to show samples of shears and scissors of all sizes, one of these being a circular arrangement, all the points being turned to the centre and the handles being outward. Another attractive shield was arranged with corkscrews, while two circular belts which hung in the centre displayed to splendid advantage a large assortment of pocket knives, the blades being open



Interior of W. A. Mitchell's Hardware Store, Kingston, Ont.

in its place. With the exception of the bare spaces in the centre of the ceiling all available space is taken advantage of, while plenty of floor space is left unused to allow of a rushing business being done without depriving the customers of elbow room.

The utilization of the boxes along the left wall disposes of the small wares and gives the store an attractive appearance while the hanging display rods from the ceiling and the boards of locks, bells, bread knives, hatchets, etc., also serve to display the various lines of goods. The show case of cutlery is given a prominent position and serves to give the store a tidy appearance, sufficiently so to attract lady customers, a plan that always pays the retailer.

and attached to both inside and outside of the belts. A series of shelves on the window floor gave an opportunity to show a tasty arrangement of cutlery, the top shelf being covered with plush boxes of carving sets, while the centre was set off with a glass case showing an exhibit of "Star" safety razors. Wire holders were used on either side of this to display knives and razors, the wire being arranged to hold the handles, the blades being open and the whole arranged in circular, star and other fantastic shapes. The balance of the shelves contained boxes of plated ware, knives, forks and spoons, while on the floor at the foot of the platform various sizes of bread knives, pruning knives, clippers, stroping machines, shaving sets, shaving brushes, etc., the whole making a splendid appearance and bringing before the Yonge street crowds a full line of the goods carried in the cutlery department.



# CONDENSED OR "WANT" ADVERTISEMENTS.

## YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " 6 months.....	10 00
25 " " 1 year.....	10 00

## MANUFACTURERS' AGENT WANTED.

AN English firm who make a specialty of brass tubing, all kinds; brass and copper sheets, German silver, rolled brass and wire, want an agent for Toronto and district. Address Box 209, HARDWARE AND METAL, Toronto. (1f)

## CLERK WANTED.

HARDWARE Clerk wanted at once. Must be a good salesman and stock-keeper. Write, stating salary, to Boxall & Matthie, Lindsay, (10)

## BUSINESS CHANCES

THE LOCATORS — W. B. Herbert, general manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants Bank Building, Winnipeg.

HARDWARE and Implants—On the Pembina branch, stock of thirteen thousand, doing thirty thousand a year; one-third cash, balance suitable terms. Established over thirty years. This is your opportunity. The Locators.

HARDWARE—Beautiful stock of seven thousand, in the fertile Territories. Store building for sale also. Price thirty-two hundred; full size store basement, lighted by gas; fine territory; only five thousand cash required. This is an excellent offer for a live young hardware man. Write us about it. The Locators.

GENERAL Stock and Hardware—On Prince Albert branch. Clear stock of fifteen thousand at ninety cents, doing good business, clearing four thousand a year. Terms, half cash, balance six months. Agent for Case threshing machine. If you want to get located in the wonderful West here is your golden opportunity. The Locators.

HARDWARE—Also in the Territories, 18 miles from Regina. Stock thirty-five hundred, doing twelve thousand a year. Surely that is good enough, clearing thirty-five hundred a year. The Locators.

HARDWARE stocks are now moving freely. We have just closed out a transaction in Terherne, have another buyer on the way to a good territorial point, another in Manitoba, and several more in correspondence, so you better act quick. The Locators.

HARDWARE—Nice little stock of twenty-five hundred, clearing a thousand a year. Can be bought on a cash payment of seventeen hundred and fifty. Country is A1, and business can be largely increased. Good chance for man wanting a clean start. The Locators.

HARDWARE—At eighty five cents, and this is about the only one offered below par. We have this for exclusive sale, and shall be very pleased to tell you all about it if you will write us. The Locators.

OUR new book is about ready, and you should write for a copy. Address The Locators, 63 Merchants Bank Building, Winnipeg. (341)

## AGENCY WANTED.

LONDON, ENGLAND — Firm of wholesale merchants, energetic and experienced, established in London, successfully representing important Belgian manufacturers of oil stoves and lamps for Great Britain and Colonies, desires one or two manufacturers' agencies of special lines, preferably such that appeal to same class of customers. Home trade and export. Please address Landau & Co., 76-78 York Street, Westminster, London. (7)

## Business Changes

### ONTARIO.

I. D. Purkis, coal and wood merchant, Prescott, is dead.

David McCormick, tinsmith, Vienna, has sold to E. Baldwin.

The assets of the Dominion Brass Works, Limited, Port Colborne, have been sold.

Rogers Coal Co., Hamilton, have sold to S. Gillies, who will take possession April 1, 1905.

Breck & Halliday, dealers in electrical supplies, Kingston, have assigned to John Gealer. A meeting of creditors will be held on Feb. 23.

### QUEBEC.

Patrick Moynagh, roofer, Montreal, is dead.

F. G. Wooster, contractor, Montreal, is dead.

Jones & Henry, painters, Montreal, have dissolved partnership.

J. N. Gignac, sash and door factory, Quebec, suffered loss by fire.

The assets of P. B. Lemire, tinsmith, Windsor Mills, have been sold.

Cournoyer & Gagner, painters, Montreal, have dissolved partnership.

The assets of Plante, Oct & Fils, plumbers, Quebec, have been sold.

The assets of J. A. Trudel, contractor and architect, Quebec, have been sold.

A. Faucher has been appointed curator to A. Lajeunesse, hardware merchant, Quebec.

Mercure & Leblanc, contractors, Montreal (De Lorimier), have dissolved partnership.

Honore Bouret, wheelwright, Quebec, was partially burnt out, but carried insurance.

Neree Poisson, lumber merchant, Gentilly, is dead. The business will be continued by his son, J. Bte. Poisson.

### NEW BRUNSWICK.

H. E. Burt, hardware merchant, Woodstock, suffered slight loss by fire, but was fully insured.

The saw mill of Thomas W. Flett, Nelson, was burned. The loss was about \$20,000, and the insurance was \$7,000.

### MANITOBA AND N.W.T.

Hollingsworth & Keyes, tinsmiths, Pence, have dissolved partnership.

R. J. Lund, miller, Selkirk W., was burnt out, but carried insurance.

The business of J. H. Bolton, lumber dealer, Darlingford, is advertised for sale.

J. O. Cadham, hardware merchant, Portage la Prairie, suffered slight loss by fire.

D. W. Duff, dealer in agricultural implements, Glenboro, has sold to T. S. Johnson.

A. R. Leitch & Co., millers, Weyburn, have sold to Weyburn Lumber and Elevator Co.

Chattel mortgage of Black & Buck, hardware merchants, Gladstone, has been foreclosed.

Latimer & Kissack, dealers in agricultural implements, Battleford, have dissolved partnership. W. R. Latimer continues in business.

E. T. Jacobs, hardware merchant, Wetaskiwin, has assigned to James Lake, Wetaskiwin, and a meeting of creditors is called for the 21st inst.

# In the Year 1865

We commenced the manufacture of Horse Nails in Canada, and for the past forty years have been continuously employed in their production.

We have enjoyed the reputation—deservedly, we think—of making the best Horse Nails made in Canada, and equal to any made elsewhere. Our registered trade mark and brand (the letter "C") is, and has always been, the symbol and standard for the best quality.

We are making to-day a better Horse Nail—if possible—than ever. The advance in the knowledge of the Metallurgy of Steel, and the better and more uniform production of same, has placed at our command a material made especially for our requirements and imported by us from Sweden, which has no superior in the world for the purpose of making Horse Nails.

When, therefore, you buy a box of "C" brand Horse Nails, you will receive the results of forty years of manufacturing experience, combined with the use of the best material known or used by any manufacturer in the world—and don't forget—"MADE IN CANADA."

Canada Horse Nail Co.

MONTREAL.



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

A large deposit of platinum has been unearthed in Big Skookum Gulch, near Dawson City.

Small & Bucklin have leased a site for 25 years in New Westminster, B.C., and will build a large saw mill.

The Cumberland Railway & Coal Company produced 505,804 tons of coal in 1904, the largest production in the history of the company.

The C. P. R., owners of large coal lands at Hosmer, six miles east of Fernie, B.C., are making preparations to open up and develop their property.

The Otis Elevator Works, Hamilton, which recently bought out the Fensom Elevator Works, is making extensions to its plant in Hamilton to cost \$30,000.

The Dominion Government has purchased the Bobbin factory building at Parry Sound and will use it to manufacture gas for lights and buoys on Georgian Bay.

The Londonderry Iron Company and the Nova Scotia Steel and Coal Company, are both prospecting the iron district at Torbrook and Nictuax, N.S. Both have taken extensive options.

At the annual meeting of the Kingston & Pembroke Railway Co., the officers elected were: W. D. Matthews, Toronto, president, and C. W. Spencer, vice-president and general manager.

The Geological Survey Department of the Dominion Government are sending a party of prospectors and engineers to investigate the mineral resources of Northern Quebec through which the G. T. P. will pass.

The Brandon, Man., Machine Works Company declared a dividend of 6 per cent. for 1904, and elected the following directors for 1905: D. A. Hopper, Dr. J. McDiarmid, D. H. Scott, E. Evans, E. H. Johnston, R. M. Matheson and D. H. Watson.

The assets of the Dominion Brass Works, Limited, of Port Colborne, have been sold to Neil McLean, of Port Colborne. The prices realized were: Plant, \$16,000; scrap brass in stock, 99 cents on the dollar; other stock, 60 cents on the dollar.

The Dominion Iron & Steel Co., Sydney, N.S., will install a new system of conveying apparatus in their coal-washing plant. The contract has been awarded to Heyl & Patterson. Two conveyers, each with a carrying capacity of 125 tons per hour will be installed.

H. C. Hamilton, solicitor for the Soo industries, visited Toronto last week in company with F. H. Clergue. He stated that the steel works are turning out between 350 and 500 tons of steel rails for the C.P.R. daily. About 4,000 men are engaged, and all the industries are running, except the mechanical pulp mill, which is short of wood.

The Crow's Nest Pass Coal Company earned net profits of \$406,049 in 1904, an increase of \$95,557 over 1903. The company mined 81,000 tons of coal and exported 78,000 tons of coke more than in 1903. Ten per cent. was paid in dividends and \$1,764,600 was carried forward to rest account. Better prospects are in store for 1905, according to the annual report of the company.

The receipts of the Cataract Power Company, Hamilton, in 1904 were \$761,170.16, and there is a surplus to profit and loss of \$212,007.19. The company's assets are placed at \$7,738,510.63. The liabilities include \$2,558,200 preferred stock, \$1,700,000 common stock, \$2,349,000 general mortgage bonds, \$500,000 Hamilton Street Railway bonds, and \$100,000 H. & D. Railway bonds.

The Manitoba Peat Company has secured valuable tracts of peat lands and will immediately proceed to erect its first plant, which is expected to be in full operation by August next, and peat fuel will be on the market in Winnipeg in September. The 1905 offices of the company are: Sir Daniel H. McMillan, president; Mr. Robert Taylor, vice-president; Mr. John Woodman, secretary-treasurer.

The Granby Consolidated Mining, Smelting & Power Company of New York has bought the Monarch, the Tamarack, and the Tamarack fraction, at Phoenix, B.C., from the Earl Syndicate of England, for \$130,000, and the Missing Link fraction next to the War Eagle mine from George Rumberger and Mr. Porter of Phoenix for \$30,000. The mines are low-grade gold-copper-silver properties similar to the other holdings of the Granby company.

A new company, known as the Anglin Lumber and Pulp Company with a capital of \$300,000, has been organized with headquarters at Winnipeg. The new company intends to erect a lumber and pulp mill on their property on the Winnipeg River near Lac du Bonnet. A power house will also be constructed to supply electricity for motive power and lighting purposes, and also to operate an electric railway in conjunction with the mills.

An iron mine has commenced operation near St. Ste. Marie, Ont., and ore is being shipped to the Algoma Steel

Works at the rate of 35 tons a day. The ore is claimed to be of Bessemer quality, and it is predicted that within a short time Minnesota and Michigan ore will not be needed there. It is also announced that a second mine will be opened 25 miles below the Soo within a few days. The product is to be used by the Lake Superior Ore Corporation.

The Canadian Pacific Railway has ordered thirty simple ten-wheel locomotives from the Locomotive & Machine Company, of Montreal, and ten of the same class of engines from the Canadian Locomotive Works, Kingston. The company will also build another ten locomotives and 3,000 box cars at the Angus shops. Over a quarter of a million dollars will be spent by the company on the Atlantic Division. All wooden structures between Megantic and St. John will be replaced by steel structures.

The Dominion Iron and Steel Co., Sydney, N.S., has let contracts for additional steam power to Goldie & McCulloch, of Galt, and that for electrical power to the Canadian General Electric Co., of Toronto. Goldie & McCulloch's portion of the contract consists of two vertical engines of 850 horse-power each, having 150 revolutions per minute, which are to be directly connected with alternating generators for light and power purposes. The generators to be supplied by the General Electric Co. represent 600 kilowatts.

Steps looking to the establishment of a steel shipbuilding industry at Halifax have been taken by the organization of the Shipbuilding and Investment Company, which has secured a splendid site on the eastern side of the harbor, with a good water frontage. There is ample room for a large shipbuilding plant, and plenty of land, probably 50 acres, available for the building of houses for the workmen. The directors elected were: Mr. Hunter, of the firm of Swan & Hunter, shipbuilders, of Newcastle-on-Tyne; Geo. S. Campbell, George Stairs, John Longford Ald. J. A. Johnson of Halifax, and B. F. Pearson, who will be secretary-treasurer.

The annual report of the Electrical Development Company of Ontario shows that up to the present time the company has paid out for plant \$1,737,267.76, has \$974,693.77 on deposit, and has still to come in on bonds, \$1,249,650. It was stated that construction work has been more rapid than expected, that engineering difficulties have been overcome, and that at present there is nothing to indicate that the plant will not be completed and in operation by the Summer of 1906. The Toronto and Niagara Power Company, which will distribute the power, has been progressing so satisfactorily as to be expected to be ready to transmit power to Toronto next Autumn.

Canada is now manufacturing brass. The Canada Brass Rolling Mills, Limited, have just completed large smelters and mills at New Toronto, where brass will be turned out in the form in which it is best utilized by firms of brass manufacturers. The mills will employ 60 hands when everything is in complete running order. The first piece of brass was turned out under the direction of



Mr. S. J. Wooster on Feb. 1. Lake Superior district copper is being utilized by the New Toronto mills. Mr. John R. Barber, of Georgetown, is president of the company, Mr. T. W. Horn, vice-president, and R. E. Menzie, managing director.

\* \* \*

Another Soo is in prospect, as the great work of constructing the dam and the development of water-power on the Rainy River, the boundary between Minnesota and Canada, will begin shortly. The largest stockholder is the Backus Brooks Co., a Minneapolis lumber firm. Penniman & McGuire, contractors, of Providence, R.I., have the first contract, which will call for the expenditure of \$500,000, and will result in the construction of a coffer dam. The water-power to be developed will be about 30,000 horse-power, and E. W. Backus says that as soon as this first work is under way the work of establishing flour, pulp and paper mills at the falls will be taken up.

COMPANIES INCORPORATED.

Baker & Bryans, Limited, Lindsay, share capital, \$100,000; purpose to do a general lumbering business. The directors are: G. H. M. Baker, R. Bryans and G. H. Hopkins, all of Lindsay.

Aberdeen Brick Works, Hamilton, share capital, \$50,000; purpose to manufacture brick, tiles, etc. The directors are: A. Fowler, B. A. Kennedy, and J. J. Scott, all of Hamilton.

House Cold Tire Setter Co., Limited, Toronto, share capital, \$50,000; purpose to manufacture blacksmiths' tools. The directors are: J. F. House, R. A. Sabiston and W. W. Ritchie, all of Toronto.

Curtis & Neff Screw Co., Limited, Ingersoll, share capital, \$30,000; purpose to manufacture screws, nuts, bolts, etc. The directors are: F. O. Curtis, J. A. Neff and E. A. Neff, all of Ingersoll.

Durant-Port Carriage Co., Limited, of Michigan, share capital of \$25,000 in Ontario, purpose to manufacture carriages, granted a provincial license with G. C. Greene, Sarnia, as its attorney.

Marmora Electric Co., Limited, share capital \$40,000, purpose to develop electricity for light, power, etc. The provisional directors are: A. W. Carscallen, M. O'Connor and James Parker, all of Marmora.

Mitchell Rifle Sight Co., Limited, Toronto, share capital, \$50,000; purpose to deal in fire arms. The directors are: Thos. Mitchell, A. D. Watson, W. J. Fletcher, L. S. Levee and A. Ogden, all of Toronto.

Frances Gold Mines, Limited, Sault Ste. Marie, Ont., share capital, \$1,000,000; purpose to mine and mill metals. The directors are: E. M. Stenabaugh, J. Gostanian and H. F. Reid, all of Sault Ste. Marie, Mich.

Huntsville Foundry and Machinery Co., Limited, Huntsville, share capital, \$20,000; purpose to do a foundry and machinery business. The directors are: J. F. Johnson, D. McK. Grant and F. H. Tool, all of Huntsville.

Whites Limited, Collingwood, share capital \$50,000, purpose to do a whole-

sale and retail hardware business. The directors are T. J. White, J. W. White, W. D. White, H. St. C. White and C. S. White, all of Collingwood.

General Mercantile, Limited, Toronto, share capital, \$50,000; purpose to deal in agricultural implements, fertilizers, etc. The directors are: J. S. Lovell, W. Bain, R. Gowans, E. W. McNeill and R. Richardson, all of Toronto.

Northern Land and Lumber Co., Limited, Port Arthur, share capital, \$75,000; purpose to do a general lumbering business. The directors are: H. Shear, G. F. Clarkson, W. F. Langworthy, and A. J. McComber, all of Port Arthur.

Canada Time Recording Co., Limited, Toronto, share capital, \$40,000; purpose to manufacture time recording instruments, act as machinists, etc. The directors are: L. E. Flewelling, P. Hallett and J. P. McGregor, all of Toronto.

Ontario and Minnesota Power Co., Limited, Toronto, share capital, \$31,000,000; purpose to develop electrical power and establish works at Fort Frances. The provisional directors are: E. W. Backus, of Minneapolis, Minn., and R. Grant and Alex. McKenzie, of Toronto.

Magpie Gold Mining and Development Co., Limited, Sault Ste. Marie, Ont., share capital, \$40,000; purpose to mine and mill metals. The directors are: W. Webster, T. R. Harvey, R. F. Enress, C. C. Carleton and C. N. Sayles, all of Sault Ste. Marie, Mich.

Connor Woods Machinery Co., Limited, Sarnia, share capital, \$40,000; purpose to manufacture agricultural and wood sawing machinery. The directors are: G. F. Connor, F. W. Woods, D. E. Purdy, F. C. Godley, all of Port Huron, Mich., and A. S. Burnham, of Sarnia.

Archer Light, Heat and Power Co., Limited, Toronto, share capital, \$100,000; purpose to manufacture stoves, lamps, electric fixtures, tools, implements and act as mechanical and electrical engineers, etc. The directors are: R. B. Younghusband, T. F. Moore, J. M. Sinclair, C. B. Murray and A. W. Holmstead, all of Toronto.

Sussex Lumber Co., Sussex, N.B., share capital \$25,000, purpose to do a lumbering business. The directors are: James A. McArthur, James A. Campbell, Edmund R. Folkins, of Sussex, N.B.; James Smith, of Millstream, N.B.; Michael Purtee and Charles Craig, of Kootenay, B.C.; Malcolm McInnis, of Calgary, Alta., and Malcolm Bain, of Kemptville, N.B.

SUDBURY JOBBER LOSES A LEG.

MR. FRANK COCHRANE, one of the best-known hardwaremen in New Ontario, met with a serious accident on Feb. 2. He was returning to Sudbury from Toronto, and in attempting to board the train at Wahnapiata, he was confused by the escaping steam at the end of the coaches and grasped the wrong rods. He stepped between the cars and was precipitated to the track, fortunately catching the coupling pins as he fell and holding on in

this way while his leg was ground under the wheels, the train running about 100 yards before it was stopped. He was taken to the hospital at Copper Cliff, and the leg was amputated below the knee by Drs. Gibson, Webb and Howey. He is now out of danger, and is progressing favorably towards recovery.

Mr. Cochrane's store in Sudbury is one of the best in Ontario and besides his retail business he did a large jobbing trade amongst the mining and lumbering camps throughout New Ontario. For fourteen years he has been in Sudbury and he has given a great deal of attention to mining, being now recognized as one of the ablest mining experts in the country, having been spoken of as a possible appointee to Mr. Whitney's Cabinet as Minister of Mines. He was Conservative candidate in West Nipissing three years ago, but was defeated.

Mr. Cochrane is a man of middle age and is well known to the trade in Toronto, where his family resides at 15 Maple avenue. Mrs. Cochrane left for Copper Cliff as soon as the news of the accident was broken to her. The sympathy of the entire trade is with her, and all hope for an early recovery.

THE CANADA FOUNDRY.

A LARGE amount of business has been booked by the Canada Foundry, Toronto, during the past month. In addition to the large order for locomotives it received from the Canadian Northern, it has secured contracts for the building of all of the bridges on the Toronto and James' Bay Railway, and also on the new C.P.R. line from Toronto to Sudbury. A large quantity of castings is being turned out for the Peterboro' works of the General Electric, the increase being sixty-five per cent., as compared with the quantity turned out for the same time last year. Incidentally, this indicates the growth of business at the Peterboro' works. The Canada Foundry's business is showing phenomenal growth. Its works at Davenport are now actually employing more hands than the General Electric's big works at Peterboro.' Its pay roll has three hundred more names than Peterboro's. It is predicted that in 1905 the Canada Foundry works will earn 15 per cent. on the General Electric's entire capital stock.

TROUBLE WITH IRON MOULDERS SETTLED.

The iron moulders recently in the employ of Warden, King & Sons Co., Limited, 637 Craig street, Montreal, who went out on strike on February 2, have all been discharged. The trouble originated from the fact that two mechanics who were doing unskilled labor received a reduction in their wages. After the general discharge occurred, new men were advertised for, and the plant is once more in full operation.





**COVERT MFG. CO**  
West Troy, N.Y.

**Auto Screw Jack**

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

**PRIEST'S CLIPPERS**

Ball Bearings

Largest Variety.  
Toliet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York  
representatives, 9-15 Murray Street.

**TO MANUFACTURERS' AGENTS:**

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**HARDWARE AND METAL**

Montreal and Toronto.



**Just \$2.00.**

Think of being able to sell a real rifle for \$2.00 and make an adequate profit!

Yet this is just what every Canadian retail hardware dealer may do if he has

**The Hamilton Rifle.**

- No toy, but built for business. Walnut stock.
- Take-down pattern. Shoots 2 cal cartridge, short or long. Accurate up to 75 yds. Admirable for target and small game.
- No. 15 model retails for \$2.00.
- No. 19 (4 in. longer) re-tails for \$2.50.
- Your jobber sells them.
- Send to us for circulars.

**The HAMILTON RIFLE CO.,**  
Dept. 71. PLYMOUTH, MICH.

C. H. MENKELS PHILA.

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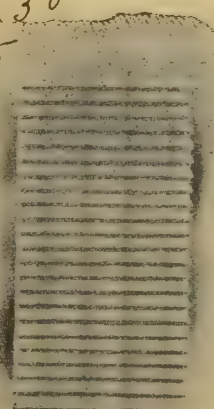
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Art Book 30

Page 45

*SB*



INNER SURFACE OF  
MAXIMUM LIGHT GLASS

# MAXIMUM LIGHT GLASS

## I.—APPEARANCE

The outside surface of **MAXIMUM LIGHT GLASS** being lenticular instead of flat, not only removes the objectionable sameness of *other* glass, but removes the accumulation of dirt.

It is but one of several points of distinction and merit possessed by this glass over other Corrugated or Prismatic Window Glass.

Send for booklet about MAXIMUM LIGHT GLASS.

CANADIAN REPRESENTATIVES

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**

Glass Importers and Manufacturers



## PAINT, OIL AND BRUSH TRADES

### Lighting Gas From Crude Oil.

**B**Y a contrivance that transforms forms crude oil of any kind into a gas which is most useful for heating purposes, Alderman Edward H. Amet of Waukegan, Ill., believes that he has a great invention. A crude model of the transformer was shown to a reporter, and its successful working was demonstrated in his presence.

Stating that any kind of crude oil, even butter, lard, and coal tar could be used, Mr. Amet poured into a pipe provided with an automatic supply contrivance a small quantity of refined coal oil or kerosene. The oil went through the pipe and appeared in the burner of the device. In the completed transformer there will be an automatic supply of oil from a tank of any capacity.

To the burner Mr. Amet applied a match and at once there was a flame. There was also some smoke and a little grease. The inventor explained that in the finished article there would be means of consuming both the grease and smoke, an envelope of sheet metal being placed around the burner.

The burning of the oil generated gas that went upward through a sheet metal tube to the gas burner. Here Mr. Amet applied a second match and there was at once a perfect blue flame from the ignition of the gas from common kerosene.

### Glue Going Up.

Glue users will be interested, though perhaps hardly pleased, to hear of the advance in the price of glue, not only throughout this country, but also all over the continent. There are several factors which have brought the rise about, the two most prominent being the scarcity of raw material and the extraordinary advance in the price of same. Firms who are not in the habit of taking contracts for their supplies would do well to place their orders as early as possible.

### Constant Red.

"Constant Red" is the name of a card issued by the Canada Paint Company, of Montreal, showing a new red paint which is stated to be absolutely permanent. This new color, although practically new on the market, has been well received by the trade, and some large orders have already been received. Any hardware merchant not yet receiving

any information in regard to this new paint, would do well to send for one of these cards.



Stewart N. Hughes.

Mr. Hughes, whose picture is shown above, is secretary of the Master Painters' Association, of Toronto, and was a

delegate to the international convention at Milwaukee last week. He was elected vice-president of the International Association of Master Painters by the convention. Twenty-one delegates were sent from Toronto and several from Montreal.

### Paint Company's Annual Meeting.

The annual meeting of the Canada Paint Company, of Montreal, was held recently, in the board room of the company. The meeting was largely attended by shareholders and directors from different parts of the Dominion. A satisfactory statement of the year's business was presented by the managing director, Mr. Robt. Munro. The increased facilities for manufacturing were emphasized, and a determination was evinced to make the coming year a successful one in the history of the company. Among those present were: President, S. F. McKinnon; Vice-President, Thos. Walmsley; Managing Director, R. Munro; Secretary-Treasurer, H. M. Pellatt; G. H. Balfour, C. H. Nelson, W. H. Evans and H. W. Aird.

*"Not Merely Good, but the Best that can be Made"*

is Our Motto for



# HOLLYWOOD PAINT!

*Paste, Ready-Mixed and Floor.*

THE PAINT OF QUALITY.

IT WEARS ON THE JOB, NOT OFF IT.

*The Imperial Varnish and Color Co., Limited*  
TORONTO



# OILS = OILS = OILS

IMPORTED LINSEED,

Raw, Boiled or Refined

STEAM REFINED SEAL,

STRAW SEAL,

STRAW PORPOISE, CHOICE WHALE,

NEWFOUNDLAND TANKED COD,

GASPE COD

## D. RATTRAY & SONS

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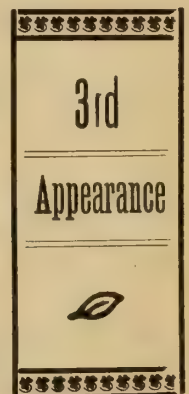
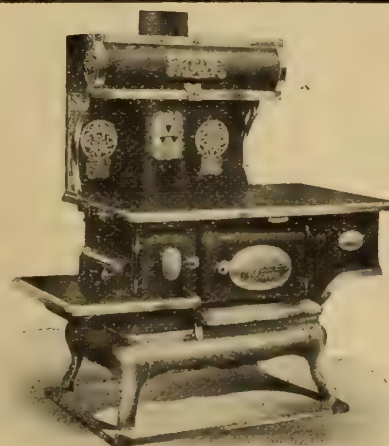
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R. C. JAMIESON & CO.

LIMITED

MONTREAL

AGENTS FOR ASPINALL'S ENAMEL.



**Appearance** counts a good deal in stove selling. One of the handsomest ranges made is the

### The Empire Queen Range

The design is excellent, the nickel dress highly ornamental, and the absence of useless and senseless carving is dispensed with, because so difficult to keep clean.

**Economy, Efficiency, Appearance,** are the strength of the Empire Queen Range.

Agents wanted.

The Canadian Heating & Ventilating Co.

OWEN SOUND, ONTARIO.

Limited



## Paint and Oil Markets

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 17, 1905.

It is anticipated that a material advance in Canadian paris green will be noted in the near future in sympathy with English and American paris green. The cold weather of the last week has considerably effected the shipments going to the Maritime Provinces. Good orders continue to arrive and the even tone of business, as noted in last week's issue, is expected to continue. According to reports circulated by the travelers, the conditions of trade are far in advance of those of this time last year. Everything has a bright appearance. Firm prices and the extensive preparations that are being made for the coming building season have gone a long way towards stimulating the belief of the hardware merchants in general, that trade will be brisk during this approaching season and everybody is purchasing more freely as a result. Heavy shipments of shellac gum have caused the price to become easier. No more immediate drops in the quotations are expected, and steady prices are expected to continue till May. Turpentine is unsteady and a decline of 11-2 cents per gallon is noted.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins,

18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single bbls, 77 1-2c per gallon; 2 to 4 bbls, 76 1-2c per gallon; for smaller quantities than bbls 5c extra per gallon is charged. Standard gallon is 8.4 lbs. F.o.b. point of shipment, net 30 days.

**Linseed Oil**—Raw, 1 to 4 bbls, 41c; 5 to 9 bbls, 40c; boiled, 1 to 4 bbls, 44c; 5 to 9 bbls, 43c. F.o.b. Montreal, net 30 days.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc (ground in oil)**—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100

lbs: No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—83-4 to 91-4c in whole-sale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, Feb. 17, 1905.

No changes in prices are recorded in the paint and oil markets this week, although it is understood that an advance will take place in glues shortly. Trade is exceptionally good for this season of the year and travelers are sending in very large orders for ready mixed paints, the country dealers all appearing to have great confidence in the outcome of the coming season's business. More business has been booked this season than ever before and 1905 bids fair to be a banner year for the trade. Linseed oil and turpentine is firm, and there is no disposition to cut prices in order to get business, a condition which prevailed somewhat during the past month.

While newspaper reports state that the Belgian coal strike is over no definite word is yet to hand. It is certain, however, that a better feeling exists and the end of the strike is not far off. No immediate reduction in prices on glass will take place, however, as it will take some time for the trade to stock up again.

**White Lead**—Ex-Toronto, pure white

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

**Turnbull & Henderson**

Customs Brokers, Forwarding and Distributing Agents,  
Vancouver, B. C. Satisfactory service guaranteed.

## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

## People Buy Where They Are Invited

And continue to purchase where they are well treated. This is a pointer worthy of the consideration of all Manufacturers, Jobbers and Retail Dealers in business to stay and make money.

Through Trade Journals, Newspapers, and by generous distribution of printed matter, we are forever inviting the jobber, the retail dealer and the people to buy **CHURCH'S COLD WATER**

# ALABASTINE

the wall-coating superior to all others in point of **DURABILITY**—because it is a cement, admits of repeated coats, and hardens with age; **GOOD LOOKS**—because the twenty beautiful tints and white in which it is made possess a lustre and brightness not possible to get with wallpaper, paint or kalsomine; **HANDY TO GET**—as Alabastine is stocked by leading jobbers; **CONVENIENT TO HANDLE**—because sold only in packages; **PROFITABLE TO THE DEALER**—because Alabastine is in demand, more of it is sold and used than all the kalsomines put together; **SATISFACTORY TO THE CONSUMER**—because the condition of the walls of any building is improved, is healthful, and made to look beautiful when coated with Alabastine.

Spring House Renovating time will soon be here. Is your assortment of colors complete? If not, **ORDER NOW**, from Jobber, or direct from

**The Alabastine Co., Limited, Paris, Ont.**



## WHITE LEAD IN OIL

Perfect satisfaction results from the use of any brand of White Lead of our preparation. They stand first for fineness of texture, whiteness, durability and covering capacity.

### MONARCH BRAND

Absolutely perfect. Will stand any chemical test. Guaranteed perfectly pure.

### DECORATORS'

Next in quality to Monarch Brand—a rapid seller.

### ESSEX GENUINE

A great favorite with the painter—our 3rd grade.

25 lb. Irons, 50 lb. Irons; 100, 250, 500 lb. Kegs. Closest Market Prices.

THE STANDARD PAINT & VARNISH CO., LIMITED,

WINDSOR, ONT.

lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be changed for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$4.50; ditto, in kegs of 100 lbs, \$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 45c; boiled, 48c; 5 to 9 barrels, raw, 44c; boiled, 47c, Toronto, Hamilton, London, Elora and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls 78c; 2 to 4 bbls, 77c; 5 bbls and over 76c, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon

## McCaskill, Dougall & Co.

### Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

## ABOUT GLUES

What kinds do you handle? Are you and your customers satisfied? Perhaps we can give you a better article at a fairer figure. Our SCOTCH GLUES will be found of exceptional strength, and equal to many glues for which much higher prices are charged. Let us send samples.

GROVE CHEMICAL CO. Ltd., Appley Bridge, Lancashire, Eng.

## Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada



Paint that Paints  
is the

“Island City”  
Brand

for houses, inside and outside.

P. D. DODS & CO., Montreal  Toronto  Vancouver





One of "Life's" Clever Cuts.

A broad smile illumines the face of any one ordering or selling the manufactures of **The Canada Paint Company.**

Paints for all purposes, and Varnishes for every class of work are made by **The Canada Paint Company.**

Goods well bought are half sold, and the other half is easy and profitable if the package bears the name of

**THE  
CANADA  
PAINT  
COMPANY  
LTD**

packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

#### Window Glass.

MONTREAL.

Latest advices received from Belgium state that the glass workers have decided to continue on strike during the approaching Summer. Despite the labor troubles, small quantities are being manufactured and shipped. The arrival of such a supply, even though very small, has done a great deal towards keeping the outside merchants, who are demanding a large quantity for future use, at bay. The price this Spring will entirely depend on the ability of the Belgium shipper to fill his export orders. The regular import orders, similar to those of previous years, are beginning to arrive. The stock orders are far in advance of last year, due probably to the fact that merchants are afraid that the wholesale dealers have no stock with which to fill their orders. Local wholesale dealers are advising their customers to place their import orders as quickly as possible, as shipments will be very unsatisfactory. Our quotations are: first break, fifty feet, \$1.70; second break, \$1.80; first break, 100 feet, \$3.25; second break, 100 feet, \$3.45; third break, 100 feet \$4; fourth break, 100 feet, \$4.25; fifth break, 100 feet, \$4.50; sixth break, 100 feet, \$5; seventh break, 100 feet, \$5.50; and eighth break, 100 feet, \$6; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 15 per cent. and from double thick is 33 1-3 per cent. Terms four months, and 3 per cent. discount 30 days.

#### Petroleum.

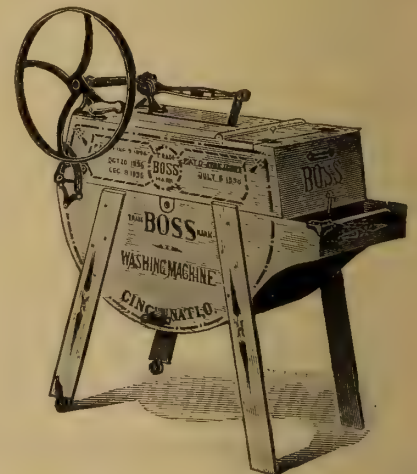
**Refined**—Trade is reported to be very brisk with indications that the coming season will be very busy. All classes of oil is meeting with a steady demand. Quotations remain the same: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

#### BOSS WASHING MACHINES.

IN this issue will be found an advertisement of the celebrated "Boss Washer," manufactured by the Boss Washing Machine Company, of Cincinnati, a firm which only twelve years ago was making one machine per day and now manufacture 600 per day, including a variety of twelve different styles, covering every type of washer for which there is a demand. The cut reproduced here illustrates the style on which the company won its reputation—the double rub-board machine.

The "Boss" is built on the rubbing principle, the natural process for releas-



ing dirt from soiled garments. In washing, the clothes are placed between the two rub-boards, which oscillate in opposite directions, rubbing the clothes between them and cleansing from ten to fifteen shirts, or a similar amount of other clothes, at one time.

A few of the styles manufactured are the "Boss," with external and internal gears; the "Banner," the "Boss," "Banner" and "Champion" rotary tub machines; the "New Standard Champion," the "New Standard Perfection," the "Uneda American Round," and the "Cincinnati Square Western." Illustrated descriptions of these machines will be sent on request if Hardware and Metal is mentioned when writing. The washers are carried in stock in large quantities in all the large cities in Canada and the States, a list of these supply depots for repairs, etc., being furnished on application to the head office in Cincinnati.





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PRESSED,  
STAMPED, and  
MACHINE-MADE.

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware, and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

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LLANELLY, WALES

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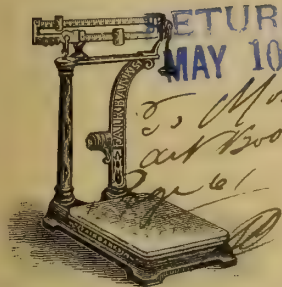
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If so, make your premises Bright, Light  
and Up-to-date.

**A Daylight Store Draws Trade.**

**LUXFER PRISM CO., LTD., 100 KING ST. W., TORONTO.**

**Fairbanks  
Standard Scales**



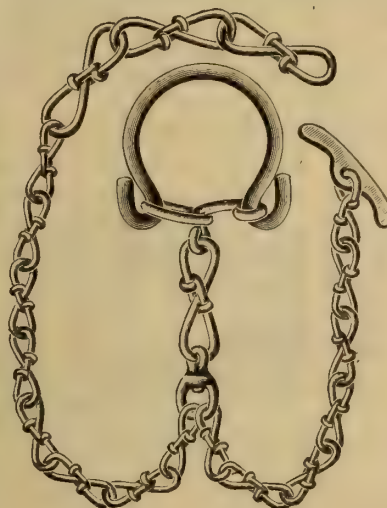
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OPEN RING TYPE**

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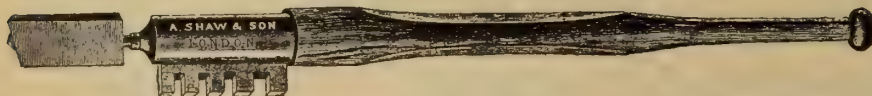
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Tailors' Shears,  
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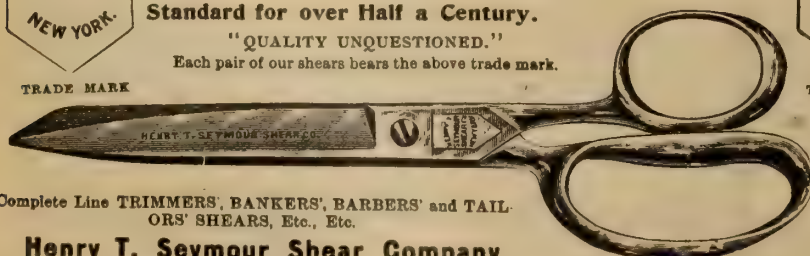
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"QUALITY UNQUESTIONED."

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Fancy Oxidized Embroidery Scissors

FULLY WARRANTED

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METALLIC  
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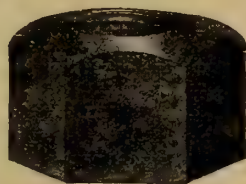
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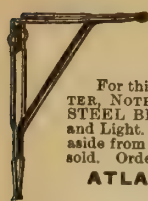
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when giving an order for metal polish. Best and quickest. Sample to you free for trial. Circulars and samples with every order.

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The original and only Genuine  
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# STOVES AND TINWARE.

## Furnace Heating Forty Years Ago.

ACCOUNTS of the appliances that were used in the good old-fashioned times are interesting to men who are ambitious to install the best and most up-to-date furnace-heating systems for their patrons. In 1865, Eben Darling, Sr., installed a hot air plant in Elkhart, Indiana. He built a residence, consisting of eight rooms and containing about 15,000 cubic feet of space, and used for heating it a wood furnace that was purchased in Chicago. It consisted of a box and cast iron stove 20 inches wide, 24 inches high and long enough to burn 4-foot cord wood. It was incased in a brick chamber, from which hot air pipes led to the different rooms to be heated. Cold air for supplying the furnace was taken from an outside window. This work was completed when Elkhart was a village of less than 3,000 inhabitants. Then, when it became a flourishing town of 20,000 inhabitants, Mr. Darling built again, and this time put in a coal furnace. This building was completed in 1881, and the furnace has been in satisfactory use ever since. In his early wood furnace he used a cord of wood in a week for heating the building in the coldest weather of the Winter. At that time the railroad company which ran into Elkhart used wood on its locomotives.

## Alaska's Tin Mines.

IN discussing the question of tin mining recently, the New York Sun said that the United States made more tin plate than any other country in the world, and it grieved their manufacturers that they had to import every pound of the metal used. The Geological Survey has ransacked the country for tin deposits, and many a prospector in the field looking for gold has kept a sharp eye open for indications of tin. Traces of it have been found in various parts, but it has not yet been discovered in paying quantities.

Hopes were high in 1902, when it was reported that tin had been discovered near Cape York, Alaska, the bit of territory that juts out into Behring Sea and from whose shores the mountains of Siberia are in view. The Geological Survey has shown that tin is irregularly distributed through an area of about 450 square miles in Cape York region. Tin ore was discovered in the Fall of 1901 on Buck Creek, which is to-day the centre of tin placer mining activities.

Placer tin is found in the gravels of the creek which vary in thickness from four inches to five feet. Several tons of the ore has thus far been shipped to the United States, and last Summer mining companies were exploiting claims on the creek.

Placer tin has also been found on the Anikovik River and Buhner Creek, but workings on these streams have been abandoned, as tin was not found in paying quantities.

Lode tin has been found by the Geological Survey at Lost River and Cape Mountain, but it is not yet known whether this discovery will prove to be of commercial importance.

This is the most northern mining region, and it has some disadvantages. It is utterly without timber and can be reached by ocean steamers only from June to the end of October. Harqor June to the end of October. Harbor wages are high.

On the other hand the construction of railroads and wagon roads will not be difficult or costly, and freight rates to Puget Sound should be low, as the fleet of ocean steamers running to Nome return empty. More tin deposits must be discovered if its mining is to assume large importance, but if the tin is there in large quantities it will be found, and it is fair to say that the discoveries thus far encourage careful and systematic prospecting.

## Lignite Clinkers.

"I should like to look at a stove pipe hat," said the man who was guided by his wife in his shopping tour.

"He thinks," explained the wife to the salesman, "that he will look grate in a stove pipe hat."

"We have quite a range of styles in them," said the salesman, as he flue to open the boxes.

"This one doesn't soot him at all, do you think?" asked the wife, when the man had tried on the first.

"I think it is a nice lid," slangily declared the clerk.

"I suppose the high price is because of the skillet takes to make the hat?" ventured the husband.

"Yes," answered the salesman; "and then, you see, this hat is not oven ordinary shape."

"I'll take it," announced the husband, "if you cash a draft for me."

"The boss wood fire me if I did," replied the clerk.

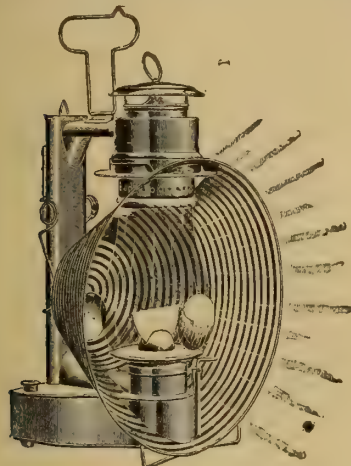
"Then that puts a damper on the whole scheme," asserted the wife as she led her husband away.—Judge.



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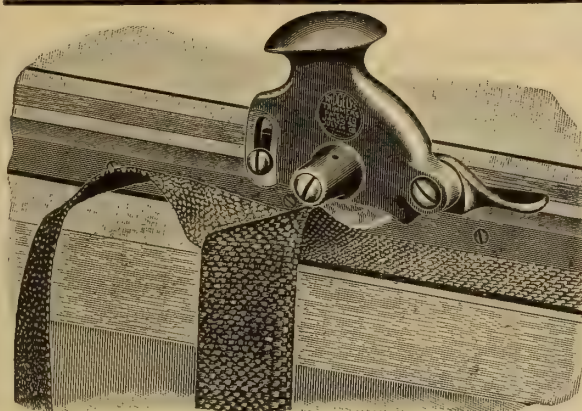
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**THREE-PIECE STRAIGHTEDGE**  
makes an outfit for trimming paper  
that will do the work in one-sixth the  
time it takes to do it with a knife or  
shears, and do it accurately. Guar-  
anteed to give perfect satisfaction.

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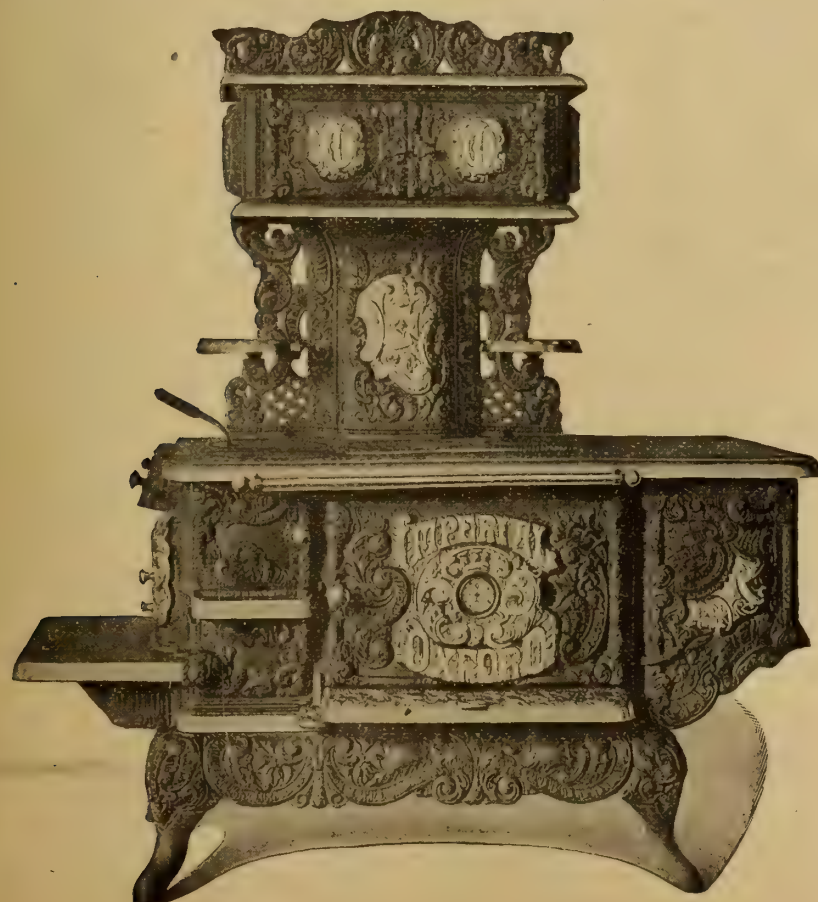
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At auction  
they ought to bring  
a quarter.  
They sell over counter  
without any trouble.

ORDER A FEW IF YOU HAVEN'T HAD THEM YET.

**C. M. CUTTS & CO.,** Patentees and  
Sole Makers, **Toronto Junction, Ont.**

76

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ASH SIFTER**  
is really a  
wonderful article  
apart from the price.The quality of the goods you sell to-day will  
govern the quantity of the goods you sell next  
season.The cooking range that you are selling will  
either make friends or foes for you. If you sell  
the**Imperial  
Oxford Range**your customers will have confidence in all the  
goods you handle. Every day they use the  
Imperial Oxford they will become more enthusi-  
astic about it—they'll send their range-buying  
friends to your store. That means a growing  
business for you.**The Gurney Foundry Co., Limited**

TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:

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The Gurney Standard Metal Co., Limited, Calgary, Alta.



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OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS**

The retail merchant does not demand from his wholesale house a statement of the goods in detail each month, and if the customer of the retail merchant preserves the


54



This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,	<b>Leading Canadian Accountants and Auditors</b>	adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.
<b>DAVID HOSKINS, F.C.A.</b> Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East,	This Space \$15 a Year.	<b>JENKINS &amp; HARDY,</b> Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 154 Toronto Street Toronto. 465 Temple Building, Montreal. 160 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,	<b>LEGAL CARDS.</b>	organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.
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<b>Educational Department.</b>	The following institutions for the education of business men's sons and daughters are recommended by this paper :
<b>St. Margaret's College, Toronto</b> A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. <b>GEORGE DICKSON, M.A.,</b> <b>MRS. GEORGE DICKSON,</b> Director.                                      Lady Principal.	<b>TELEGRAPHY</b> <b>SHORTHAND</b> <b>METROPOLITAN</b> <i>Business College</i> - OTTAWA, ONT. - <b>BOOK-KEEPING</b> <b>TYPEWRITING</b>



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**LEADING COMMERCIAL HOTEL.**                      **GANANOQUE, ONT**  
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(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

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## STANDARD TELEPHONE SETS FOR SALE

**\$5.00** per set.

Slightly used but in good order

Apply to

SALES DEPARTMENT:

**178 Mountain St., - Montreal, Que.**

OR

To any local manager of the Bell Telephone  
Company of Canada.



# FINANCE AND INSURANCE

CANADIAN failures for 1904, according to R. G. Dun & Co.'s report, totalled 1,246, as compared with 978 in 1903 and 1,101 in 1902. Liabilities amounted to \$11,394,117, as compared with \$7,552,724 in 1903 and \$10,934,777 in 1902. The bulk of the failures were of general stores, numbering 261, with liabilities of \$1,893,250. Dry goods houses failed to the number of 83, with liabilities of \$1,208,032; groceries, 175, with liabilities of \$903,120; clothing stores, 68, with liabilities of \$374,624; shoe stores, 40, with liabilities of \$197,487; furniture stores, 21, with liabilities of \$235,654; stove dealers, 30, with liabilities of \$325,974, etc. Out of fourteen manufacturing classes analyzed, only four reported smaller losses in 1904 than in 1903. In trading classes every one with the exception of books and stationery, showed greater losses. The largest adverse exhibits appeared in general stores, groceries, dry goods and liquors.

\* \* \*

THE annual meetings of a good many Canadian banks have been held during the past month, and all have shown satisfactory progress. The Canadian Bank of Commerce showed net earnings of \$1,124,973, or nearly 13 per cent. Out of the net profits \$500,000 have been added to the rest account. Other allotments amounted to \$596,247, and \$28,726 was carried to the credit of profit and loss for the current year. The Bank of Hamilton presented a report at its annual meeting covering a period of six months. The net earnings for the half year were \$182,824, or nearly 8 per cent. for the period. The amount carried to the reserve fund was \$100,000, bringing the fund up to \$2,100,000. The net profits of the Dominion Bank amounted to \$459,670, equal to 15.22 per cent. on the total paid-up capital of \$3,000,000. Half a million dollars was carried to reserve fund and \$134,572 to profit and loss. The Bank of Nova Scotia showed profits for the past year of \$401,560, a fraction over 20 per cent. on its capital. A new issue of stock will be made of \$500,000. The Royal Bank of Canada showed net profits for the year of \$435,038.36. After paying dividends and reducing liabilities on bank premises, etc., the sum of \$302,743.72 was carried forward. The Bank of New Brunswick showed net profits of \$92,389.96. Of this, \$60,000 had been paid out in dividends, \$25,000 had been transferred to rest account, and the balance carried forward. The Bank of Toronto showed net profits of \$490,995.91. An addition of \$145,570 was made to the rest account, which is more than \$300,000 greater than the capital of the bank.

\* \* \*

THE number of depositors in the savings banks of the United States has doubled in the last seventeen years. The total amount of their deposits has increased from \$1,235,247,371, in 1887, to \$2,935,204,845, during the year 1903. The official statistics, for 1903, show 7,305,228 individual depositors. About one-half of the amount deposited represents the savings of the wage-earning class. The figures here given not only show an

increasing prosperity among those of small incomes, but they also indicate an increasing frugality. Of the total deposits of the entire country not less than 38.5 per cent. are in the state of New York. The part of this grand total of deposits which is credited to the wage-earning class does not represent all of the savings of that group. The building and loan associations, with total assets of more than five hundred million dollars, are a favorite form of investment for many. Then personal hoarding, life insurance, and even modest investment in stocks and bonds, are other means of accumulation. Many wage earners in country towns and small cities own their homes.

## NOTES.

It is rumored that the Bank of New Brunswick may go into business in Porto Rico.

The Sovereign Bank will shortly establish a branch in London. A branch was recently opened in Tweed.

The Bank of Hamilton will erect a branch at the corner of College street and Ossington avenue, Toronto.

The Bank of Hamilton has added Battleford, N.W.T., to its list of agencies. This brings up the total to sixty-two.

Mr. E. P. Heaton has been appointed manager of the insurance department of the Canadian Manufacturers' Association.

Mr. F. H. Mathewson, manager of the Montreal Branch of the Canadian Bank of Commerce, has been elected vice-president of the Montreal Board of Trade.

It is authoritatively announced that a branch of the Bank of Toronto will be established in Brantford, in the premises lately vacated by the Bank of Hamilton.

Another branch of the Canadian Bank of Commerce has been opened at Melfort, Saskatchewan, with Mr. E. R. Jarvis as acting manager. This makes the 107th branch of this bank in Canada.

The announcement is made of the appointment of Mr. W. G. Parker, lately inspector and assistant manager of the Traders' Fire Insurance Company, to the position of general manager of that company.

It is understood that the negotiations for the amalgamation of the Merchants' Bank with the Royal Bank have been suspended until the retirement of Mr. Thomas Fysche, general manager of the Merchants' Bank, in June.

At the organization meeting of the Penny Bank of Toronto, Mr. Hamilton Cassells was elected president, with Messrs. Duncan Coulson, J. W. Flavell, John B. Kay, Z. A. Lash, E. B. Osler, W. D. Ross and B. E. Walker, vice-presidents.


The Canadian Bank of Commerce has recently purchased property in the city of Toronto with a view of opening three new branches. The locations are: Queen street west, Parkdale; the corner of College street and Dovercourt road, and the corner of Bloor street and Lansdowne avenue. It is expected that building operations will be commenced in the Spring.




## JANUARY PRICE CHANGES.

(New York Times.)

During the closing days of January Wall Street began to feel that it was moving in an out-and-out bull market. The rapid advances in Omaha and some other stocks of its class enlivened the list to such an extent that many were found who were ready to compare the market's performances with those of 1901 when the whole list was moving up day by day on tremendous activity. But in 1901 practically every stock in the list was advancing so that no judgment was necessary in picking out stock; all one had to do then was to buy and wait, and not very long, either.



# Money



CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

## Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

# WESTERN

Incorporated  
1851

## ... ASSURANCE COMPANY.

## FIRE AND MARINE

<b>Head Office</b>	<b>Capital</b>	-	<b>\$2,000,000.00</b>
<b>Toronto,</b>	<b>Assets, over</b>	-	<b>3,546,000.00</b>
<b>Ont.</b>	<b>Annual Income</b>	-	<b>3,678,000.00</b>

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

## THE CANADIAN BANK OF COMMERCE

<b>Paid-up Capital,</b>	-	-	<b>\$8,700,000</b>
<b>Rest,</b>	-	-	<b>\$3,500,000</b>

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager

The offices of this Bank number 113, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.	NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents
--	--

107 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.	TORONTO, John C. Kemp, Manager.
HALIFAX, H. N. Wallace, Manager.	VANCOUVER, Wm. Murray, Manager.
WINNIPEG, John Aird, Manager.	OTTAWA, Robert Gill, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.	VICTORIA, Geo. Gillespie, Manager.
DAWSON, D. A. Cameron, Manager.	HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.	SEATTLE, WASHINGTON G. V. Holt, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.	PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

## BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$2,024,096.02.

LOSSES PAID SINCE ORGANIZATION, \$23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING,  
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President  
P. H. SIMS, Secretary. and Managing Director

CAPITAL PAID UP, - - \$1,000,000.  
RESERVE FUND, - - 1,000,000

## THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President  
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.  
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.

HEAD OFFICE, - TORONTO.

W. D. ROSS, GENERAL MANAGER.

GENERAL  
BANKING  
BUSINESS  
TRANSACTION

## SAVINGS DEPARTMENT

at all Branches.

ACCOUNTS SOLICITED

Drafts Bought and Sold.

Letters of Credit Issued.



# Neglect of Nothing

And Studying Everything which tends towards Perfection has placed our goods among the Leaders Everywhere.

Ready Roofing, Sheathing and Black  Diamond Tarred Felts, Building Papers, Fibre and Manilla Wrappings, etc.

Ask for our quotations—they will interest you.

FELT FACTORY

Harbour and Logan Sts., MONTREAL

PAPER MILLS

JOLIETTE, QUE.

## ALEX. McARTHUR & CO., LIMITED

82 MCGILL STREET, MONTREAL

### CURRENT MARKET QUOTATIONS.

Feb. 10, 1905.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

#### METALS.

##### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$32 00 \$33 00

##### TIN PLATES.

Charcoal Plates—Bright. Per box.

M.L.S., equal to Bradley—  
I.C. usual sizes—\$6 50  
I.X. " " 8 00  
I.X.X. " " 9 50

Famous, equal to Bradley—  
I.C. " " 6 75  
I.X. " " 8 25  
I.X.X. " " 9 75

Raven and Vulture Grades—  
I.C. usual sizes—4 25  
I.X. " " 5 00  
I.X.X. " " 5 75  
I.X.X.X. " " 6 50

"Dominion Crown Best"—Double  
Coated, Tissued. Per box.

I.C. " " 5 50  
I.X. " " 6 50  
I.X.X. " " 7 50

Allaway's Best—Standard Quality.  
I.C. " " 4 50  
I.X. " " 5 50  
I.X.X. " " 6 50

Coke Plates—Bright.  
Bessemer Steel—  
I.C. usual size, 14x20—3 50  
I.C. special sizes, base—3 75  
20x28—7 50

Charcoal Plates—Terne  
Dean or J. G. Grade—  
I.C. 20x28, 112 sheets—7 50  
I.X., Terne Tin—10 50

Charcoal Tin Roiler Plates.  
Cookley Grade—  
X.X. 14x56, 50 sheet bxs. } 7 00  
14x60, " }  
14x65, " }

Tinned Sheets.  
72x30 up to 24 gauge—7 25  
26—7 50

##### IRON AND STEEL.

Common bar, per 100 lb. Montreal Toronto.

Refined—2 77 1 80  
Horseshoe Iron—2 02 2 05  
Hoop steel, 1 1/2 to 3-in. base—2 02  
Sleigh shoe steel—1 82  
Tire steel—1 92

T. Fifth & Son's tool steel—  
Speedicut—0 60  
Annealed speedicut—0 65  
Self hardening—0 35  
Best tool steel—0 12  
Warranted—0 09  
Best sheet steel—0 12

B. K. Morton & Co.—  
"Alpha" high speed—0 65  
"annealed—0 70  
"M" Self-Hardening—0 50  
"I" Standard—0 14  
"BC"—0 09  
onas & Colver's tool steel—0 10  
"Novo"—0 65  
"annealed—0 70  
Chas. Leonard—0 08

Crucible Steel Co.—  
"Rex" high speed steel—0 65  
"Self Hardening—0 45  
Crucible Special—0 17

Crucible Silver steel—0 13  
Black Diamond—0 10  
Sanderson's Crucible steel—0 09  
Superior—0 12

##### RABBIT METAL.

Syracuse Smelting Works:  
Aluminum, genuine—0 45  
Government—0 44  
Tough—0 40  
Hard—0 40  
Dynamo—0 30  
Special—0 25  
Harmony—0 22  
Car Box—0 20  
Extra—0 15

##### The Canada Metal Co.:

Imperial, genuine—0 40  
Metallic—0 30  
Hercules—0 20  
Star—0 15  
No. 1—0 12  
No. 2—0 10  
No. 3—0 06  
No. 4—0 05

##### BLACK SHEETS.

Montreal Toronto  
10 gauge—2 30 2 30  
12 and 14 gauge—2 30 2 35  
17—2 30 2 40  
22 to 24 gauge—2 35 2 50  
26—2 40 2 65  
28—2 40 2 70

##### COPPER WIRE.

Discount, 50 per cent.

##### CANADA PLATES.

Ordinary—2 50  
All bright—4 00

Galvanized Canada Plates—  
Ordinary. Dom. Crown.

18x24x52—4 25 4 35  
60—4 50 4 60  
20x28x80—8 50 8 70  
94—9 00 9 20

##### GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.

16 gauge—3 50 3 50  
18 to 24 gauge—3 50 3 50  
26—3 75 3 75  
28—4 00 4 00

Comet Queen's J.C.M. 3  
Bell Head Crowns  
18 to 24 gauge 3 75 3 50 3 05  
26—3 75 3 75 3 37  
28—4 05 4 00 3 60

American brands, \$4.00 for 100 oz.  
Less than case lots 10 to 15c. extra.

##### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00

" 5-16 " " 5 60  
" 7-16 " " 4 45  
" 9-16 " " 3 85  
" 1 1/2 " " 3 55  
" 1 3/4 " " 3 45  
" 2 " " 3 35  
" 2 1/2 " " 3 25

Haft, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties—40 p.c.  
Tie out chains—65 p.c.  
Stall fixtures—35 p.c.  
Trace chain—45 p.c.  
Jack chain, iron, single and double, discount 35 p.c.  
Jack chain, brass, single and double, p.c.

##### COPPER.

Ingot. Per 100 lb.

Casting, car lots—16 25

Bars.  
Cut lengths, round, 1/2 to 1 in. 21 00 23 00  
round and square, 1 to 2 inches—21 23 00

Sheet.  
Plain, 16 oz., 14x48 and 14x60—21 00  
Plain, 14 oz.—22 00

Tinned copper sheet—24 00

Planished—32 00

Braziers' (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. 0 22  
" 35 to 45 " " 0 21  
" 50-lb. and above " " 0 20

BOILER AND T.K. PITTS.  
Plain tinned—40 per cent. off list.  
Spun—

BRASS.  
Rod and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4—0 23  
Tubing, base, per lb.—0 23 1/2

ZINC SPELTER.  
Foreign, per 100 lb—7 00  
Domestic " " 5 50 5 75

ZINC SHEET.  
5-cwt. casks—7 25  
Part casks—7 75

LEAD.  
Imported Pig, per 100 lb.—3 80  
Bar—4 80  
Sheets, 2 1/2 lb. sq. ft., by roll—0 06  
Sheets, 3 to 6 lb. " " 0 06

NOTE.—Cut sheets 1/2 c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.  
Cookson's—per lb. 0 10 1/2 0 11

SHOT.  
Common, \$8.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

PLUMBING GOODS.  
BATH TUBS.  
Zinc—6 00  
Copper, discount 20 per cent. off revised list.

Standard Ideal Enameled.  
5 1/2 ft. 2 1/2 in. rolled rim, 1st quality—21 25  
5 1/2 " " 2nd " " 17 25  
5 1/2 " " 1st " " 23 61  
5 1/2 " " 2nd " " 19 00  
5 " 2 1/2 " 1st " " 18 40  
5 " " 2nd " " 17 21  
5 " 3 " 1st " " 20 75  
5 " " 2nd " " 17 25  
5 " " 1st " " 17 25  
Plate 116 D. lavatories 1st quality—8 50  
" 118 D. " 1st " " 5 70  
" 118 D. " 2nd " " 4 80  
" 120 D. " 1st " " 5 60  
" 122 D. " 2nd " " 4 70  
" 122 D. " 1st " " 5 40  
" 122 D. " 2nd " " 4 50  
Sinks 18 x 30 in flat rim—2 50

Fittings—1 00  
Plain Simplex Syphon Jet—9 00  
Emb.—9 50  
Fittings—1 25  
Low Down Elgin or Feutonic, plain—6 00  
Low emb.—6 50  
Connection—1 25  
Plain Richelieu—4 25  
Emb.—4 50  
Connections—1 25  
Basins, P.O., 14-in.—0 63  
Basins, oval, 17 x 14-in.—1 50  
Basins, " 19 x 15-in.—2 00

CLOSETS.  
Net.  
Fittings—1 00  
Plain Simplex Syphon Jet—9 00  
Emb.—9 50  
Fittings—1 25  
Low Down Elgin or Feutonic, plain—6 00  
Low emb.—6 50  
Connection—1 25  
Plain Richelieu—4 25  
Emb.—4 50  
Connections—1 25  
Basins, P.O., 14-in.—0 63  
Basins, oval, 17 x 14-in.—1 50  
Basins, " 19 x 15-in.—2 00

IRON PIPE.  
Black pipe—  
1/2 inch—2 03  
3/4 " " 2 06  
1 " " 2 29  
1 1/4 " " 2 81  
1 1/2 " " 4 12  
1 3/4 " " 5 62  
2 " " 6 75  
2 1/2 " " 9 00

Per 100 feet.

Capacity. Standard. Extra heavy

Gals. Gals. Gals.

12 4.50 6.50  
18 4.75 6.75  
24 4.75 6.75  
30 5.00 7.50  
35 6.00 8.50  
40 7.00 9.50  
52 11.00 14.00  
66 18.00 20.00  
82 21.00 24.00  
100 29.00 34.00  
120 34.00 40.00  
1 " 00 65.00

Galvanized Iron Range Boilers.

Capacity. Standard. Extra heavy

Gals. Gals. Gals.

12 4.50 6.50  
18 4.75 6.75  
24 4.75 6.75  
30 5.00 7.50  
35 6.00 8.50  
40 7.00 9.50  
52 11.00 14.00  
66 18.00 20.00  
82 21.00 24.00  
100 29.00 34.00  
120 34.00 40.00  
1 " 00 65.00

Standard Compression work, dis. 80 & 10 p.c.  
Cushion work, discount 50 per cent.  
Fuller work, discount 70 per cent.  
6 dozen lots and over of the above, extra discount 10 per cent.  
Lever handle Stops and Waste, discount 60 per cent. With in lots of 2 dozen and over an extra discount of 10 per cent.  
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.  
Standard Globe, Angle and Check Valves, discount 65 per cent.  
Kerr's special standard globes and angle valves, discount 55 per cent.  
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.  
Kerr's standard brass checks, discount 55 p.c.  
Kerr's standard brass disc steam radiator valves, discount 65 per cent.  
Kerr's Jenkin disc, copper-alloy disc radiator valves, discount 65 per cent.  
Kerr's quick-opening hot-water radiator valves, discount 65 per cent.  
Weber's (Kerr) patent straightway gate valves, brass, discount 50 per cent.  
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 60 and 10 per cent.  
J.M.T. Radiator Valves discount 55 per cent.  
Standard Radiator Valves, discount 65 per cent.  
Patent Quick-Opening Valves, discount 70 per cent.  
No. 1 compression bath cock—net 1 75  
No. 4 " " " 1 90  
No. 7 Fuller's " " 2 10  
No. 4 1/2 " " 2 25  
Patent Compression Cushion, basin cock, hot and cold, per doz., \$31; 5 and 10 per cent. discount.  
Patent Compression Cushion, bath cock, No. 2208—2 25  
Square head brass cocks, discount 55 per cent iron " 50 to 60  
Thompson Smoke-test Machine \$25.00

RANGE BOILERS.  
Copper, 30 gallon—22 00  
" 35 " " 24 00  
" 40 " " 28 00  
Discount off copper boilers 15 per cent.

Galvanized Iron Range Boilers.

Capacity. Standard. Extra heavy

Gals. Gals. Gals.

12 4.50 6.50  
18 4.75 6.75  
24 4.75 6.75  
30 5.00 7.50  
35 6.00 8.50  
40 7.00 9.50  
52 11.00 14.00  
66 18.00 20.00  
82 21.00 24.00  
100 29.00 34.00  
120 34.00 40.00  
1 " 00 65.00

IRON PIPE.

Black pipe—  
1/2 inch—2 03  
3/4 " " 2 06  
1 " " 2 29  
1 1/4 " " 2 81  
1 1/2 " " 4 12  
1 3/4 " " 5 62  
2 " " 6 75  
2 1/2 " " 9 00

Per 100 feet.

Capacity. Standard. Extra heavy

Gals. Gals. Gals.

12 4.50 6.50  
18 4.75 6.75  
24 4.75 6.75  
30 5.00 7.50  
35 6.00 8.50  
40 7.00 9.50  
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1 " 00 65.00

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Cushion work, discount 50 per cent.  
Fuller work, discount 70 per cent.  
6 dozen lots and over of the above, extra discount 10 per cent.  
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Weber's (Kerr) patent straightway gate valves, brass, discount 50 per cent.  
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Square head brass cocks, discount 55 per cent iron " 50 to 60  
Thompson Smoke-test Machine \$25.00

RANGE BOILERS.

Copper, 30 gallon—22 00  
" 35 " " 24 00  
" 40 " " 28 00  
Discount off copper boilers 15 per cent.

Galvanized Iron Range Boilers.

Capacity. Standard. Extra heavy

Gals. Gals. Gals.

12 4.50 6.50  
18 4.75 6.75  
24 4.75 6.75  
30 5.00 7.50  
35 6.00 8.50  
40 7.00 9.50  
52 11.00 14.00  
66 18.00 20.00  
82 21.00 24.00  
100 29.00 34.00  
120 34.00 40.00  
1 " 00 65.00



# American Steel & Wire Co.

**New York**  
Empire Building

**Montreal**  
N. Y. Life Building

**Chicago**  
The Rookery

## BARBED WIRE GALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

### SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.	Per lb
Bar, half-and-half, guaranteed	0 17½
Wiping	0 15½
Refined	0 16½

### PAINTS AND OILS.

#### COLORS IN OIL.

1-lb. tins, pure.	
Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French	0 06
Marine black	0 04
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

#### WHITE LEAD.

Per 100 lb.	
Pure	4 75
No. 1	4 30½
No. 2	4 00
No. 3	3 12½
No. 4	3 35
Munro's Select Flake White	4 75
Elephant and Decorators' Pure	4 75
Monarch	5 00
Decorators' Pure	4 75
Essex Genuine	4 25
Sterling Pure	5 00
Island City Pure	5 00
Ramsay's Pure Lead	4 75
Ramsay's Exterior	4 50

#### RED LEAD.

Genuine, 560 lb. casks, per cwt	\$4 50
Genuine, 100 lb. kegs,	4 75
No. 1, 560 lb. casks, per cwt	4 00
No. 1, 100 lb. kegs, per cwt	4 50

#### WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06½	0 07
Lehigh	0 06	0 06½

#### DRY WHITE LEAD.

Pure, casks	4 25
Pure, kegs	4 50
No. 1, casks	4 00
No. 1, kegs	4 25

#### PREPARED PAINTS.

##### In ½, 1 and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co.'s pure	1 25
Sanderson Peary's pure	1 20
Standard Co.'s "New Era"	1 30
"Globe" barn	60
Francis-Frost Co.'s "Ark" B'd	1 25
British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
Thistle	1 00
Outside, bbls	0 55
Island City House Paint	1 25
Floor	1 25
Sterling House Paint	1 20
Floor	1 10
National	1 05

#### PARIS GREEN.

##### BERGERS' ENGLISH.

Petroleum, barrels, per lb.	0 13½
Arsenic, kegs	0 13½
10 and 100-lb. drums	0 14½
2-lb. drums	0 15
1-lb. paper boxes	0 16
1-lb. tins	0 17
1-lb. paper boxes	0 18
1-lb. tins	0 19
Terms—2 per cent. off 30 days, or 90 days net.	

### PUTTY.

Bulk in bbls.	1 45
Bulk in less quantity	1 70
Bladders in bbls.	1 65
Bladders in kegs, boxes or loose	1 85
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85

### VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 50	1 50
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each	2 00	2 00
Granitine floor finish, per gal.	2 75	2 75
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c; size 3, 40c. each		
Sherwin-Williams' kopal varnish, assorted case, from 1 gal., \$2.50.		

### GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatin	0 18	0 20
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 12	0 16
Cologne, genuine		

### HARDWARE.

#### AMMUNITION.

##### Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American \$2.00 per 1000.	
C. B. Caps American, \$2.60 per 1000.	
Rim Fire Pistol, discount 30 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c. Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.	
Central Fire Pistol and Rifle, list net Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.	
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.75	

##### Wads.

per lb.	
Best thick brown or grey felt wads, in ½-lb. bags	\$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	
11 and smaller gauge	0 80
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

### ADZES.

Discount 20 per cent.	
Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

### APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50
Gilmour's, discount 65 and 5 per cent. off list.	

### AUGERS.

AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes		10 00

### AMERICAN AXE AND TOOL CO.

Red Ridge, boys', handled	5 75
hunters	5 25
Underhill American Bench Axes, 40 p.c.	

### AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

### BELLS.

#### Hand.

Brass, 60 per cent.	
Nickel, 55 per cent.	

### Cow.

American make, discount 63½ per cent.	
Canadian, discount 45 and 50 per cent.	

### Door.

Gongs, Sargent's	5 50	8 00
" Peterboro", discount 50 and 10 per cent. off new list.		

### Farm.

American, each	1 25	3 00
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### House.

American, per lb.	0 35	0 40
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### BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

### Auger.

Gilmour's, discount 60 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

### Car.

Gilmour's, 47½ per cent.	
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### Expansive.

Clark's, 40 per cent.	
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### Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

### BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12
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### BOLTS AND NUTS.

Per cent.	
Carriage Bolts, common (\$1 list)	
" 3-16 and ½"	60 and 10
" 5-16 and ½"	55 and 5
" 7-16 and up	55 and 5
" full sq. (\$2.40 list)	60
" Norway Iron (\$3 list)	60

Machine Bolts, all sizes, ½ and less	60
Machine Bolts, 7-16 and up	60
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods per lb., ½ to 6c.	

### BOOT CALKS.

Small and medium, ball	per M. 4 25
Small heel	" 4 50

### BRIGHT WIRE GOODS.

Discount 62½ per cent.	
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### BUTCHERS' CLEAVERS.

German	per doz. 6 00	9 00
American	" 12 00	18 00

### BUTCHER KNIVES.

Bailey's	per doz. 0 60	6 30
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### BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb. per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof small packages	0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 0 90
Slater's felt	per roll 0 60

### BULL RINGS.

Copper, \$2.00 for 2½-inch, and \$1.90 or 2-inch.	
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### BUTTS.

Wrought Brass, net revised list.	
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### Cast Iron.

Loose Pin, discount 60 per cent.	
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### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.	
Loose Pin, discount 70 to 70 and 5 per cent.	

### CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	" 6 50	

### CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

### CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50	8 50
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### CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65
Red	" 0 05	0 06
Crayon	per gross 0 14	0 18

### CHISELS.

Socket, Framing and Firmer.	
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Broad's, discount 60 and 10 per cent.	
Warnock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

### FOODS—STOCK.

Colonial Stock Foods, 50c. packages,	
" " " 25c. pkgs., per doz	\$4 00
" " " 10c. " "	2 00
" " " 5c. " "	1 75
" " " 25-lb. pail, each	1 25
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz	1 25
Worm	" 1 25

International 1 Stock Foods, \$1 packages,	
per doz.	8 00
International Stock Foods, per pail	2 15
" " " per bbl.	10 50
" Poultry " \$1 pkgs. per doz.	8 00
" Worm Powders, 50c. pkgs.	4 00
" Pine Healing Oil, per doz	8 00
" Pheno-Chloro, \$1 pkgs. per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00
Also 25c. pkgs. at \$2 per doz. 50c. pkgs. 4 per doz	

### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.	
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# It Isn't Our Fault

if you don't sell Paterson's Wire Edged Ready Roofing to your customers who wish to buy that material.

We advertise liberally in the Farming Journals, and ask all customers to order our Roofing from their local Hardware Merchants.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

CONDUCTOR PIPE.			GAUGES.			Clothes line, No. 61. " " 0 00 0 70			Cabinet.		
Plain or Corrugated.			Marking, Mortise, Etc.			Harness..... " " 0 60 12 00			Eagle, discount 30 per cent.		
2-inch.....	per 100 feet	3 00	Stanley's, discount 50 to 55 per cent.			Hat and coat..... per gro. 1 10 10 00			English and Am..... per doz. 0 50 6 00		
3 ".....	"	4 00	Wire Gauges.			Chandelier..... per doz. 0 50 1 00			Eagle, discount 20 to 25 per cent.		
4 ".....	"	5 25	Winn's, Nos. 26 to 33.....each 1 65 2 40			Wrought Iron.			MACHINE SCREWS.		
5 ".....	"	6 75	GILLET'S POWDERED LYE.			Wrought hooks and staples Canadian discount 60 per cent.			Iron and Brass.		
6 ".....	"	9 00	1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.			Screw, bright, discount 60 per cent.			Flat head, discount 25 per cent.		
CRADLES, GRAIN.			HALTERS.			Horse Nails.			Round head, discount 20 per cent.		
Canadian, discount 20 to 25 per cent.			Rope, 1/2-inch.....per gross..... 9 00			"P.B." Brand, 55 to 60 per cent.			Tinmiths'.....per doz. 1 25 1 50		
CROSSCUT SAW HANDLES.			Rope, 1/2 to 1-inch....." 12 00			"C" brand, 40, 10 and 7 1/2 per cent. off list { Oval			Carpenters' hickory....." 1 25 3 75		
S. & D., No. 3.....	per pair	0 17 1/2	Leather, 1-inch.....per doz. 4 00			"M" brand, 55, per cent. head			Lignum Vitae....." 3 85 5 00		
S. & D., " 5.....	"	0 22 1/2	Leather, 1 1/2....." 5 20			"Monarch," 50 and 7 1/2 per cent.			Caulking, each....." 0 60 2 00		
S. & D., " 6.....	"	0 15	Web....." 2 45			"Peerless" 50 per cent. dis.			MATTOKES.		
Boynton pattern.....	"	0 20	HAMMERS.			HORSESHOES.			Canadian.....per doz. 5 50 6 00		
DOOR SPRINGS.			Nail.			F.O.B. Montreal			MEAT CUTTERS.		
Torrey's Rod.....	per doz.	1 85	Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.			"P.B." brand, new pattern, base.....\$3 50			American, discount 3 1/2 per cent.		
Coil, 9 to 11 in.....	"	0 95	Tack.			"M." brand, base.....3 65			German, 15 per cen		
English.....	"	2 00	Magnetic.....per doz. 1 10 1 20			Add 15c. Toronto, Hamilton, Guelph.			Gem.....each..... 1 15		
DRAW KNIVES.			Sledge.			JAPANNED WARE.			MILK CAN TRIMMING.		
Coach and Wagon, discount 50 per cent.			Canadian.....per lb. 0 07 1/2 0 08 1/2			50 per cent.			Discount 25 per cent.		
Carpenters' discount 60 and 10 per cent.			Ball Pen.			PICKS.			NAILS.		
DRILLS.			English and Canadian, per lb. 0 22 3 25			Star.....per doz. 3 00 3 25			Cut.		
Hand and Breast.			HANDLES.			KETTLES.			Wire.		
Willar's Falls, per doz., net list.			Axe, 2nd growth, per doz. net 3 00 4 00			Brass spun 7 1/2 per cent. discount off new list.			2d.....3 30 3 25		
DRILL BITS.			Store door.....per doz. 1 00 1 50			Copper.....per lb. 0 30 0 50			3d.....2 95 2 90		
Morse, discount 37 1/2 to 40 per cent.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			4 and 5d.....2 70 2 65		
Standard, discount 50 and 5 to 55 per cent.			Hoe.			Lock, Canadian dis. 40 to 40 and 10 per cent.			6 and 7d.....2 60 2 55		
FAUCETS.			C. & B., discount 40 per cent., revised list.			Cabinet, trunk and padlock,			8 and 9d.....2 45 2 40		
Common, cork-lined, discount 35 per cent.			Saw.			American.....per gross..... 0 60			10 and 12d.....2 40 2 35		
EAVETROUGHS.			American.....per doz 1 00 1 25			Knobs.			16 and 20d.....2 35 2 30		
10-inch.....per 100 ft. 10 00			Plane.			Door, japanned and N.P., per doz.....1 50 2 50			F.O.B. Toronto.		
ELBOWS (stovepipe.)			American.....per gross 3 15 3 75			Bronze, Berlin.....per doz. 2 75 3 25			Cut nails in carlots 5c. less.		
5 and 6-inch, common.....per doz. 1 20			Hammer and Hatchet.			Shutter, porcelain, F. & L.			Steel cut nails 10c. extra.		
7-inch....." 1 35			Canadian, discount 40 per cent.			screw.....per gross 1 30 2 00			Miscellaneous wire nails, discount 75 per cent.		
Polished, 15c. per dozen extra.			HANGERS.			White door knobs.....per doz. .... 2 00			Coopers' nails, discount 30 per cent.		
ESCUTCHEONS.			doz. pairs.			HAY KNIVES.			NAIL PULLERS.		
Discount 50 and 10 per cent., new list			Steel barn door.....8 00 10 00			Net prices.			German and American.....1 75 2 50		
ESCUTCHEON PINS.			Searns, 4-inch.....4 50			LAMP WICKS.			NAIL SETS.		
Iron, discount 40 per cent.			5-inch.....6 00			Discount, 60 per cent.			Square, round and octagon,		
FACTORY MILK CANS.			Zenith.....9 00			LADDERS, EXTENSION.			per gross.....3 38		
Discount off revised list, 40 per cent.			Lane's covered.....			Waggoner Extension Ladders, dis. 40 per cent.			Diamond.....1 00		
FILES AND RASPS.			No. 11, 5-foot run.....8 40			LANTERNS.			POULTRY NETTING.		
Great Western.....70 and 10 per cent.			No. 11 1/2, 10-foot run.....10 80			Cold Blast.....per doz. 7 00			2-in. Mesh, 19 w.g., dis. 60 per cent.		
Arcade.....70 " 10 "			No. 12, 10-foot run.....12 60			No. 3, "Wright's".....8 50			2-in. Mesh 16 w.g. and heavier, 50 p.c.		
Kearney & Foot.....70 " 10 "			No. 14, 15-foot run.....21 00			Ordinary, with O burner.....4 00			OAKUM.		
Disston's.....70 " 10 "			Steel, covered.....4 00 11 00			Dashboard, cold blast.....9 00			U. S. Navy.....per 100 lb. .... 6 75		
American.....70 " 10 "			" track, 1 x 3-16 in (100 ft) 3 75			No. 0.....5 75			Plumbers....." 3 00		
J. Barton Smith.....70 " 10 "			" 1 1/2 x 3-16 in (100 ft) 4 75			Japanning, 50c. per doz. extra.			McClary's Model galvanized		
McClellan.....70 " 10 "			HARVEST TOOLS.			LEMON SQUEEZERS.			oil can, with pump, 5 gallon,		
Eagle.....70 " 10 "			Discount 60 per cent.			Porcelain lined.....per doz. 2 20 5 60			per dozen.....10 00		
Nicholson, 60 and 10 to 60, 10 and 5			HATCHETS.			Galvanized.....1 87 3 85			Davidson oilers, discount 40 per cent.		
Royal.....80 "			Canadian, discount 40 to 42 1/2 per cent.			King, wood.....2 75 2 80			Zinc and tin, discount 50, 50 and 10 per cent.		
Globe.....70 to 75 "			Shingle, Red Ridge 1, per doz.....4 40			King, glass.....4 00 4 50			Copper.....per doz. 1 25 3 50		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			2, ".....4 85			All glass.....0 50 0 90			Brass.....1 50 3 50		
Jewitt's, English list, 25 to 27 1/2 per cent.			Barrel, Underhill.....5 00			LAWN MOWERS FOR 1905.			Malleable, discount 25 per cent.		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			HAT ENAMEL.			Woodyatt, 10 1/2-in., 14-in. cut \$ 50 to \$11 00			GALVANIZED PAILS.		
GLASS.			Henderson & Potts' "Anchor Brand"			Star, 9-in. " 6 00 to 6 50			Dufferin pattern pails, discount 47 1/2 per cent.		
Window. Box Price.			HINGES.			Daisy, 8-in. " 5 25 to 5 75			Flaring pattern, discount 47 1/2 per cent.		
Size United	Per	Per	Blind, Parker's, discount 60 per cent.			Philadelphia, 7 1/2-in. " 6 00 to 7 50			Galvanized washtubs, discount 47 1/2 per cent.		
Inches.	50 ft.	100 ft.	Heavy T and strap, 4-in., per lb.....0 06 1/2			Woodyatt, 10 1/2-in., ball bearing 13 25 to 18 00			PIECED WARE.		
Under 26.....	3 80	5 06	" 5-in., ".....0 06			Grass Boxes.....1 75 to 2 00			Discount 40 per cent off list, June, 1899.		
26 to 40.....	4 00	5 44	" 6-in., ".....0 06 1/2			King Edw'd, 12-in., 14-in. cut 9 00 to 10 00			10-qt. flaring sap buckets, discount 40 per cent.		
41 to 50.....	4 50	6 56	" 8-in., ".....0 06 1/2			Horse Lawn Mowers, "Special."			6, 10 and 14-qt. flaring pails dis. 40 per cent.		
51 to 60.....	4 75	7 50	" 10-in., ".....0 06 1/2			Discount, 50 per cent., with freight concessions in quantity shipments.			Creamer cans, discount 40 per cent.		
61 to 70.....	5 00	8 62	Light T and strap, discount 65 and 5 per cent.			Maxwell & Sons:			Per dozen.....6 00 9 00		
71 to 80.....	5 30	9 38	Screw hook and hinge—			10 1/2-in. high wheel.....7 50 10 00			PICKS.		
81 to 85.....	5 75	10 75	6 to 10 in.....per 100 lb. .... 4 50			9-in.....5 50 6 25			Picture Nails.		
86 to 90.....	6 00	12 30	12 in. up.....3 25			8-in.....4 90 5 50			Porcelain head.....per gross 1 35 1 50		
91 to 95.....	6 25	15 00	Spring, No. 20, per gro. pairs.....10 50			Discount 50 per cent.			Brass head.....0 40 1 00		
96 to 100.....	6 50	18 00	Spring, Woodyatt pattern, per gro. No. 5, \$17.50; No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.			LOCKS.			PICTURE WIRE.		
95 to 100.....	6 75	18 00	HOES.			Canadian, 50 to 50 and 10 per cent.			Tin and gilt, discount 75 per cent.		
			Garden, Mortar, etc., discount 60 per cent.			Russell & Erwin.....per doz.			PINE TAR.		
			Planter.....per doz. 4 00 4 50						1 pint in tins.....per gross.....7 80		
			HOLLOW WARE.						"....." 9 60		
			Tinned cast, 35 per cent.						PLANES.		
			Hooks.						Wood bench, Canadian discount 40 per cent.		
			Cast Iron.						American discount 50 per cent.		
			Bird cage.....per doz. 0 50 1 10						Wood, fancy Canadian or America 37 40 per cent		





Where our goods are made. Our own Factories, Newmarket.  
Next week we will show you our Salesrooms and Offices.

## FROM MAKER TO USER. NO MIDDLEMAN TO SATISFY. SAVE HIS PROFIT BY BUYING DIRECT.

We make our own goods. Our goods are the best and our prices the lowest. When wanting Office Furniture or Office Labor Saving Devices for Correspondence and Record Filing, get our quotations before buying. Here are a few of the goods we manufacture:—Shannon Files, Vertical Filing Cabinets, Rapid Roller Copier, Check Files, Commercial Report Files, Card Systems to suit any and all businesses, Cabinets of every description, Desks of all kinds, Chairs, Bookcases, Metal Trucks, Post Office Equipments, etc. There is no Business Furniture that we do not make either in Wood or Steel. Contracts for Public Buildings and Offices a specialty.

Estimates Cheerfully Given. Write for Catalog.

**THE OFFICE SPECIALTY MFG. CO.,**  
97-105 Wellington St. West, Toronto.

<b>PLANE IRONS.</b>			<b>SAP SPOUTS.</b>			<b>STAPLES.</b>			<b>ENAMELLED WARE.</b>		
English	per doz.	2 00 5 00	Bronzed iron with hooks	per 1,000	7 50	Galvanized	3 00		White, Princess, Turquoise, Blue and White		
<b>PLIERS AND NIPPERS.</b>			"Eureka" tinned steel, hooks		8 00	Plain	2 80		discount 50 per cent.		
Button's genuine, per doz. pairs, discount			<b>SAWS.</b>			Coopers', discount 45 per cent.			Diamond, Famous, Premier, discount 50 and		
37½ to 40 per cent.			Hand, Diston's, discount 12½ per cent			Poultry netting staples, discount 40 per cent.			10 per cent.		
Button's imitation, per doz.	5 00	9 00	S. & D., discount 40 per cent.			<b>STOCKS AND DIES.</b>			Granite or Pearl, Imperial, Crescent, discount		
German	0 60	0 60	Crosscut, Diston's, per foot	0 35	0 55	American discount 25 per cent.			50, 10 and 10 per cent.		
<b>PRESSED SPIKES.</b>			Hack, complete, each	0 75	2 75	<b>STONE.</b>			Premier steel ware, 40 per cent.		
Discount 20 per cent.			" frame only, each	0 50	1 25	Washita	per lb.	0 28	"Star" decorated steel and decorated white		
<b>PULLEYS.</b>			<b>SASH WEIGHTS.</b>			Hindostan	"	0 06	25 per cent.		
Hothouse	per doz.	0 55 1 00	Sectional, per 100 lb.	2 00	2 25	Labrador	slip	0 59	<b>WIRE.</b>		
Axle	"	0 22 0 33	Solid	1 50	1 75	Axe	"	0 13	Smooth Steel Wire.		
Screw	"	0 27 1 00	<b>SASH CORD.</b>			Turkey	"	0 15	No. 0-9 gauge		\$2 25
Awning	"	0 35 2 50	Per lb.	0 28	0 30	Arkansas	"	0 30	10		60. extra.
<b>PUMPS.</b>			<b>SAW SETS.</b>			Water-of-Ayr	"	0 10	11		120. "
Canadian cistern	per doz.	1 80 3 60	Lincoln and Whiting	per doz.	4 75	Sythe	per gross	3 50	12		200. "
Canadian pitcher spout	per doz.	1 40 2 10	Hand Sets, Perfect		4 00	Grind, 40 to 200 lb., per ton		25 00	13		300. "
<b>PUNCHES.</b>			X-Cut Sets, "		7 50	" under 40 lb., "		28 00	14		400. "
Saddler's	per doz.	1 00 1 85	<b>SCALES.</b>			" 200 lb. and over		31 00	15		550. "
Conductor's	"	3 00 15 00	Gurney Standard, 40 per cent.			<b>STOVEPIPIES.</b>			16		700. "
Finners', solid, per set		0 72	Gurney Champion, 50 per cent.			5 and 6 inch, per 100 lengths		7 00	<b>WIRE.</b>		
" hollow, per inch		1 00	Burrow, Stewart & Milne			7 inch		7 50	Add 60c. for coppering and 2¢ for tinning.		
<b>RAKES.</b>			Imperial Standard, discount 40 per cent.			<b>TACKS, BRADS, ETC.</b>			Extra net per 100 lb.—Oiled wire 10c.,		
Wood	per doz. net	1 20 up.	Weight Beams, discount 35 per cent.			Carpet tacks, blued		80 and 15	spring wire \$1.25, special hay baling wire 30c.,		
<b>RAZORS.</b>			Champion Scales, discount 50 per cent.			" tinned		80 and 20	best steel wire 75c., bright soft drawn 15c.,		
Elliot's	per doz.	4 00 18 00	Fairbanks standard, discount 35 per cent.			" (in kegs)		40	charcoal (extra quality) \$1.25, packed in casks		
Geo. Butler & Co.'s	"	4 00 18 00	" Dominion, discount 55 per cent.			Cut tacks, blued, in dozens only		80	or cases 15c., bagging and papering 10c., 50		
Boker's	"	7 50 11 00	" Richelieu, discount 55 per cent.			" 1 weights		60	and 100-lb. bundles 10c., in 25-lb. bundles		
" King Cutter	"	13 50 18 50	Warren's new Standard, discount 40 per cent.			Swedes cut tacks, blued and tinned		80 and 10	15c., in 5 and 10-lb. bundles 25c., in 1-lb.		
Wade & Butcher's	"	3 60 10 00	" Champion, discount 50 per cent.			In bulk		75	hanks, 50c., in 1-lb. hanks 75c., in 1-lb.		
Carbo Magnetic	"	15 00	" Weightbeams, discount 35 per cent.			In dozens		75	hanks \$1.		
Griffon Barber's Favorite	"	10 75	<b>SCREW DRIVERS.</b>			Swedes, upholsterers', bulk		85, 12½ and 12½	Fine Steel Wire, discount 27½ per cent.		
Griffon No. 65	"	13 00	Sargent's	per doz.	0 65 1 00	" brush, blued and tinned		70	List of extras: In 100-lb. lots: No. 17,		
Griffon Safety Razors	"	13 50	<b>SCREEN DOORS.</b>			bulk		75 and 12½	\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65		
Griffon Stropping Machines	"	13 50	Common doors, 2 or 3 panel, walnut			Zinc tacks		35	No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No.		
Lewis Bros' "Klean Cutter"	"	8 50 10 50	stained, 4-in. style, per doz.		6 50	Leather carpet tacks		55	24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,		
Hindoo	"	10 50 14 00	Common doors, 2 or 3 panel, yellow and			Copper tacks		50	\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—		
Orgsteom's Swedish	"	3 50 10 00	green stained, 4-in. style, per doz.		6 75	Copper nails		52½	No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,		
Henckel's	"	7 50 20 00	Common doors, 2 or 3 panel, in natural			Trunk nails, black		65 and 5	\$17. Extras net—tinned wire, Nos. 17-25,		
Clauss, 50 and 10 per cent.			colors, oil finish, per doz.		8 75	Trunk nails, tinned		65 and 10	\$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,		
Clauss Strops, 50 and 10 per cent.			3-in. style 20c. per dozen less.			Clout nails, blued		65 and 5	5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5		
<b>REGISTERS.</b>			<b>SCREWS.</b>			Chair nails		35	and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.		
Discount 40 per cent.			Wood, F. H., bright and steel, discount 87½			Patent brads		40	—in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—		
<b>RIVETS AND BURNS.</b>			per cent.			Fine finishing		40	packed in casks or cases, 15c.—bagging or		
Iron Rivets, black and tinned, 60 and 10 p. c.			Wood, R. H., bright, dis. 82½ per cent.			Lining tacks, in papers		10	papering, 10c.		
Iron Burrs, discount 60 and 10 per cent.			" F. H., brass, dis. 80 per cent.			" in bulk		15	Brass wire, discount 60 per cent. off the list.		
Copper Rivets, with usual proportion burrs, 45			" R. H., dis. 75 per cent.			" solid heads, in bulk		10	Copper wire, discount 60 per cent. net cash		
per cent.			" F. H., bronze, dis. 75 per cent.			Saddle nail, in papers		15	30 days, f.o.b. factory.		
Copper Burrs only, discount 30 and 10 per cent.			" R. H., dis. 70 per cent.			Tufting buttons, 22 line, in doz.		60	Galvanized wire, per 100 lb.—Nos. 4 and 5,		
Extras on Tinned or Coppered Rivets, 1-lb.			Drive Screws, dis. 87½ per cent.			only		60	\$3.70 to \$3.70—Nos. 6, 7, 8, \$3.15 to \$3.15		
packages 1c. per lb.; 1-lb. packages 2c. lb.			Bench, wood	per doz.	3 25 4 00	Zinc glaziers' points		5	No. 9, \$2.55—No. 10, \$2.20 to \$2.20		
<b>RIVET SETS.</b>			iron		4 25 5 00	Double pointed tacks, papers		50 and 10	—No. 11, \$3.25 to \$3.25—No. 12, \$2.65		
Canadian, discount 35 to 37½ per cent.			Set, case hardened, dis. 60 per cent.			bulk		45	—No. 13, \$2.75—No. 14, \$3.75 to \$3.75—No.		
<b>ROPE, ETC.</b>			Square Cap, dis. 45 and 5 per cent.			Clinch and duck rivets		40	15, \$4.30—No. 16, \$4.30. Base sizes, Nos.		
Sisal		0 11	Hexagon Cap, dis. 45 per cent.			<b>TAPE LINES.</b>			6 to 9, \$2.37½ f.o.b. Cleveland. In carlots		
Pure Manila		0 14½	<b>SCYTHES.</b>			English, ass skin	per doz.	2 75 5 00	12½c. less.		
"British" Manila		0 11	Per doz. net	6 00	9 00	English, Patent Leather		5 50 9 75	Clothes Line Wire, regular 7 strand, No. 17,		
Cotton, 3-16 inch and larger	0 21	0 23	Canadian, discount 40 per cent.			Chesterman's	each	0 90 2 80	\$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow		
" 5-32 inch	0 25	0 27	<b>SCYTHE SNATHS.</b>			steel	each	0 80 8 00	6 strand, No. 17, \$4.30; No. 18, \$2.70; No.		
" 1 inch	0 25	0 28	Canadian, discount 40 per cent.			<b>TINNERS' SNIPS.</b>			19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton,		
Russia Deep Sea		0 16	<b>SHEARS.</b>			Per doz.	3 00	15 00	Toronto, Montreal.		
Jute		0 09	Clauss, nickel, discount 80 per cent.			Clauss, discount 35 per cent.			<b>WIRE FENCING.</b>		
Lath Yarn, single		0 10	Clauss, Japan, discount 67½ per cent.			Game, Newhouse, discount 25 per cent.			Galvanized barb.	2 50	2 75
" double		0 10½	Clauss, tailors, discount 40 per cent.			Game, H. & N., P. S. & W., 65 per cent.			Galvanized plain twist	2 50	2 75
Sisal bed cord, 48 feet	per doz.	0 65	Seymour's, discount 50 and 10 per cent.			Game, steel, 72½, 75 per cent.			Galvanized barb, f.o.b. Cleveland, 2¢ 30 f.o.		
" 60 feet		0 80	<b>SHOVELS AND SPADES.</b>			<b>THERMOMETERS.</b>			small lots and \$2 20 for carlots.		
" 72 feet		0 95	Canadian, discount 45 per cent.			Tin case and dairy, 75 to 75 and 10 per cent.			<b>COILED SPRING WIRE.</b>		
<b>RULES.</b>			<b>SINKS.</b>			<b>TRAPS (steel.)</b>			High Carbon, No. 9		\$2 70
Boxwood, discount 70 per cent.			Cast iron, 16 x 24		0 85	Game, Newhouse, discount 25 per cent.			No. 11		8 25
Ivory, discount 20 to 25 per cent.			" 18 x 30		1 00	Game, H. & N., P. S. & W., 65 per cent.			No. 12		2 95
<b>SAD IRONS.</b>			" 18 x 36		1 40	Game, steel, 72½, 75 per cent.			<b>WIRE CLOTH.</b>		
Mrs. Potts, No. 55, polished, per set		0 80	<b>SNAPS.</b>			<b>TROWELS.</b>			Painted Screen, per 100 sq. ft., net		1 50
No. 50, nickel-plated, "		0 90	Harness, German, discount 25 per cent.			Diston's, discount 10 per cent.			Terms, 2 per cent. off 30 days.		
Common, plain, "		4 50	Look, Andrews', discount 45 50 11 50			German	per doz.	4 75 6 00	<b>WASHING MACHINES.</b>		
plated		5 50	<b>SOLDERING IRONS.</b>			S. & D., discount 35 per cent.			Round, re-acting per doz.		56 00
<b>SAND AND EMERY PAPER.</b>			1, 1½-lb.	per lb.	0 37	Bag, Russian	per lb.	0 27	Square		59 00
B. & A. sand, discount, 40 and 5 per cent			2-lb. or over		0 34	Wrapping, cotton, 3-ply		0 24	Eclipse, per doz.		48 00
Emery, discount 40 per cent.			<b>SQUARES.</b>			4-ply		0 27	Dowsell		36 00
on list (Burtin's) 5 to 10 per cent. advance			Iron, No. 492	per doz.	1 90 2 25	Mattress	per lb.	0 33	New Century, per doz.		72 00
on list			" No. 493	"	2 40 2 55	Staging		0 27 0 35	Connor Improved		33 00
<b>STAMPED WARE.</b>			" No. 494	"	3 25 3 40	<b>VISES.</b>			Daisy		48 00
Plain, discount 75 and 12½ per cent. off re-			Steel, discount 60 and 5 to 65 per cent.			Wright's		0 13½	<b>WIREMESH.</b>		
vised list.			Try and Bevel, discount 50 to 52½ per cent.			Brooks		0 12½	Leader	per doz.	30 00 33 00
Retained, discount 75 per cent. off revised list			<b>STAMPED WARE.</b>			Pipe Vice, Hinge		3 50	Royal Canadian		24 00
						" No. 2		5 50	Royal American		24 00
						Saw Vice		4 50 9 00	Sampson		24 00
						Columbia Hardware Co.			Lighting		24 00
						Blacksmiths' (discount) 60 per cent.			Terms, 4 months, or 3 per cent. 30 days.		
						parallel (discount) 45 per cent.			<b>WROUGHT IRON WASHERS.</b>		



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### INDEX TO ADVERTISERS

A	E	L	R
Accountants and Auditors .....	Educational Dept .....	Lamlough, F. W., & Co. ....	Ramsay, A., & Son Co. ....
Acme Can Works .....	Erie Specialty Co. ....	Legal Cards .....	Rattray, D., & Son .....
Acme Lathe & Products Co. ....	F	Lewis Bros. & Co. ....	Ridgely Trimmer Co. ....
Alabastine Co. ....	Falkner, H. F. ....	Lewis, Rice, & Son .....	S
American Shearer Mfg. Co. ....	Fairbanks Co. ....	London Rolling Mill Co. ....	Sadler & Haworth .....
American Steel and Wire Co. ....	Frothingham & Workman ..	Lufkin Rule Co. ....	Samuel, M. & L., Benjamin, & Co. ....
Anglo-Canadian Supply Co. ....	G	Luxfer Prism Co. ....	Scanderson-Harold Co. ....
Armstrong Bros. ....	Gibb, Alexander .....	Lysaght, John. ....	Scott, Greenwood & Co. ....
Atlas Mfg. Co. ....	Gies, Philip .....	M	Sells Commercial .....
Australasian Hardware. Inside back cover	Gilbertson, W., & Co. ....	Mackenzie Bros. ....	Seymour, Henry T., Shear Co. ....
B	Glauber Brass Co. ....	Maple Leaf Harvest Tool Co. ....	Sharratt & Newth .....
Barnett, G. & H. Co. ....	Greening, B., Wire Co. ....	Martell-Stewart Co. ....	Shaw, A., & Son .....
Batty Stove and Hardware Co. ....	Grose, Walter .....	Mast, J. M., Mfg. Co. ....	Sherwin-Williams Co. ....
Bayliss, Jones & Bayliss .....	Grove Chemical Co. ....	Maxwell, D., & Sons .....	Silica Barytic Stone Co. ....
Bell Telephone Co. ....	Gurney Foundry Co. ....	Metropolitan Bank .....	Solarine Metal Polish .....
Bennett Mfg. Co. ....	Gutta Percha and Rubber ..	Metropolitan Business College ..	Standard Ideal Sanitary Co. ....
Bird, J. A. & W., & Co. ....	outside back cover	Morton, B. K., & Co. ....	Standard Paint and Varnish Works ..
Birkett, Thos., & Son Co. ....	H	Morrison, James, Brass Mfg. Co. ....	Stanforth & Co. ....
Boss Machine Co. ....	Hamilton Cotton Co. ....	Morrow, John, Machine Screw Co. ....	Stanley Rule and Level Co. ....
Bradstreet's .....	Hamilton Rifle Co. ....	Munderloh & Co. ....	St. Arnaud Freres .....
British America Assurance Co. ....	Hanover Portland Cement Co. ....	Mc	St. George, H. E. ....
Bullard Automatic Wrench Co. ....	Harrington & Richardson Arms Co. ....	McArthur, Alex., & Co. ....	St. Margaret's College .....
C	Heinisch, R., Sons Co. ....	McClary Mfg. Co. ....	Summers, John, & Sons .....
Canada Cycle and Motor Co. ....	Henderson, J. A. ....	McDougall, R., Co. ....	T
Canada Foundry Co. ....	Hotel Directory .....	McGregor-Banwell Fence Co. ....	Tarbox Bros. ....
Canada Horse Nail Co. ....	Howland, H. S., Sons & Co. ....	MacKay, Dr .....	Taylor-Forbes Co. ....
Canada Iron Furnace Co. ....	Hyde, F. & Co. ....	N	Technical Book Advt. ....
Canada Metal Co. ....	I	Newman, W., & Sons .....	Thompson, B. & S. H., Co. ....
Canada Paint Co. ....	Imperial Varnish and Color Co. ....	Nobles & Hoare .....	Thorne, R. E. ....
Canada Paper Co. ....	International Stock Food Co. ....	North Bros. Mfg. Co. ....	Turnbull & Henderson .....
Canadian Bank of Commerce .....	inside back cover	Nova Scotia Steel and Coal Co. ....	U
Canadian Cordage and Mfg. Co. ....	Ironsides, Son & Co. ....	O	United Factories .....
Canadian Heating & Ventilating Co. ....	Iver Johnson Arms and Cycle Works ..	Oakey, John, & Sons .....	Utica Drop Forge & Tool Co. ....
Canadian Rubber Co. ....	J	Office Specialty Mfg. Co. ....	W
Canadian Sewer Pipe Co. ....	Jackson, C. F., & Co. ....	Oneida Community .....	Wallace Barnes Co. ....
Clauas Shear Co. ....	Jamieson, R. C., & Co. ....	Ontario Silver Co. ....	Walter, E. F., & Son .....
Concrete Block & Machine Co. ....	Jardine, A. B., & Co. ....	Ontario Tack Co. ....	Weese, G. A., & Co. ....
Confederation Life Assn .....	Jenkins, A. C. ....	Ontario Wind Engine and Pump Co. ....	Welsh Tinsplate & Metal Stamping Co. ....
Connor, J. H., & Sons .....	Johnston, Rd., Clapham & Morris ..	Owen Sound Wire Fence Co. ....	Western Assurance Co. ....
Consumers' Cordage Co. ....	Jones & Barclay .....	P	Western Wire Nail Co. ....
Covert Mfg. Co. ....	K	Page-Hersey Iron and Tube Co. ....	Wilcox Mfg. Co. ....
Cullen, Orlan Clyde .....	Jackson, O. F., & Co. ....	Page Wire Fence Co. ....	Wright, E. T., & Co. ....
Cutts, O. M. & Co. ....	Jamieson, R. C., & Co. ....	Patterson Mfg. Co. ....	
D	Jardine, A. B., & Co. ....	Penberthy Injector Co. ....	
Davidson, Thos., Mfg. Co. ....	Jenkins, A. C. ....	Phillips, Chas. D. ....	
Dean & Son .....	Johnston, Rd., Clapham & Morris ..		
Dennis Wire and Iron Co. ....	Jones & Barclay .....		
Deseronto Iron Co. ....	Kemp Mfg. Co. ....		
Dods, F. D., & Co. ....	Kerr Engine Co. ....		
Dominion Belting Co. ....			
Dorken Bros. & Co. ....			
Dowdell Mfg. Co. ....			



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Gibb, Alexander, Montreal.  
Gibbertson, W., Pontardawe, Wales.  
Hankin, F., Montreal.  
Ironside, Son & Co., London, Eng.  
Jackson, C. F., & Co., Vancouver, B.C.  
Johnston, Rd., Clapham & Morris, Manchester, Eng.  
Kemp Mfg. Co., Toronto.  
Leslie, A. C. & Co., Montreal.  
London Rolling Mills Co., London, Ont.  
Lysaght, John, Bristol, Eng.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Peck Rolling Mills Co., Montreal.  
Samuel, Benjamin & Co., Toronto.  
Thompson, B. & S. H. & Co., Montreal.

**Metal Lath.**

Metallic Roofing Co., Toronto.

**Metal Polish, Emery Cloth, etc.**

Anglo-Canadian Supply Co., Toronto.  
Solarine Company, Chicago.  
Osakey, John, & Sons, London, Eng.

**Metallic Window Screens.**

Cutts, C. M., & Co., Toronto Junction.

**Milk Cans and Trimmings.**

Davidson, Thos., Mfg. Co., Montreal.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London, Ont.  
Wright, E. T., & Co., Hamilton, Ont.

**Mops.**

Tarbox Bros., Toronto.

**Nails and Spikes.**

Peck Rolling Mills Co., Montreal.

**Office Furniture.**

Office Specialty Mfg. Co., Toronto.

**Paints, Oils and Glass.**

Alabastine Co., Paris, Ont.  
American Window Glass Co., Montreal.  
Berry Bros., Detroit and Walkerville.  
Canada Paint Co., Montreal.  
Consolidated Plate Glass Co., Toronto.  
Dods, P. D., & Co., Montreal.  
Dominion Linseed Oil Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. O., & Co., Montreal.  
Lucas, John, & Co., Philadelphia, Pa.  
Luxfer Prism Co., Toronto.  
McArthur, Cornelle & Co., Montreal.  
McCaikill, Dougall & Co., Montreal.  
Merrick, Anderson & Co., Winnipeg.  
Nobles & Hoare, London, Eng.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Rattray, D., & Sons, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works, Windsor, Ont.  
Thorne, R. E., Montreal.

**Painters Tools and Supplies.**

United Factories, Toronto.

**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**

Bullard Automatic Wrench Co., Providence, R.I.  
Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gies, Philip, Berlin, Ont.  
Jardine, A. B., & Co., Hespeler, Ont.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Page-Hersey Iron & Tube Co., Guelph.  
Standard Ideal Sanitary Co., Port Hope.  
Portland Cement.  
Hanover Portland Cement Co., Hanover, Ont.  
Hyde, F., & Co., Montreal.  
Thompson, B. & S. H. & Co., Montreal.

**Poultry Netting.**

Page Wire Fence Co., Walkerville, Ont.

**Refrigerators.**

Greening, B., Wire Co., Hamilton.  
Davidson, Thos., Mfg. Co., Montreal.

**Roofing Supplies.**

Bird, J. A. & W., & Co., Boston.  
Jenkin, A. C., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.

**Saws.**

Diston, Henry, & Sons, Philadelphia, Pa.  
Shurly & Dietrich, Galt, Ont.

**Sap Buckets and Spouts.**

Kemp Mfg. Co., Toronto.  
Taylor-Forbes Co., Guelph, Ont.

**Scales.**

Fairbanks Co., Montreal and Toronto.  
Gurney Scale Co., Hamilton, Ont.  
New-Warren Scale Co., Montreal.

**Screen Doors and Windows.**

Sanderson-Harold Co., Paris, Ont.  
United Factories, Toronto.

**Screws, Nuts, Bolts.**

Acme Lathe Products Co., Manchester.  
Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
Canada Foundry Co., Toronto.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.

**Sewer Pipes.**

Canadian Sewer Pipe Co., Hamilton.  
Hyde, F., & Co., Montreal.

**Shelf Boxes.**

Bennett Mfg. Co., Pickering, Ont.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Ship Chandlery.**

Lewis, Rice, & Son, Toronto.

**Silver-Plated Ware.**

Ontario Silver Co., Niagara Falls.

**Sporting Goods.**

Fisher, A. D., Toronto.

Lewis, Rice, & Son, Toronto.

**Stable Fixtures.**

Greening, B. Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls, Ont.

Metal Shingle & Siding Co., Preston, Ont.

**Stamps, Stencils, etc.**

Superior Mfg. Co., Toronto.

**Steel Rails.**

Algoma Steel Co.—Drummond, McCall & Co., Agents, Montreal.  
Jackson, C. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

**Stock Food.**

Colonial Stock Food Co., Toronto.  
International Stock Food Co., Toronto.

**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Store Lighting.**

Auer Light Co., Montreal.  
Grose, Walter, Montreal.

**Stoves and Tinware, Radiators, Furnaces, etc.**

Batty Stove & Hardware Co., Toronto.  
Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Gies, P., Berlin, Ont.  
Guelph Foundry Co., Guelph.  
Gurney Foundry Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
St. Arnaud Freres, Montreal.  
Stewart James Mfg. Co., Woodstock.  
Telephone City Stoves, Brantford.  
Wright, E. T., & Co., Hamilton.

**Stove Polish.**

St. Arnaud Freres, Montreal.

**Tacks.**

Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.

**Traps.**

Mast, J. M., Mfg. Co., Lititz, Pa.

**Vises.**

Lampplough, F. W., & Co., Montreal.

**Wall Coating.**

Alabastine Co., Paris, Ont.

**Wall Paper.**

Staunton's Limited, Toronto.

**Wall Paper Trimmer.**

Ridgeley Trimmer Co., Springfield.

**Warehouse Trucks.**

Fairbanks Co., Montreal.

**Washing Machines, etc.**

Boss Washing Machine Co., Cincinnati, O.  
Connor, J. H., & Son, Ottawa.  
Dowdell Mfg. Co., Hamilton, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Wholesale Hardware.**

Birkett, Thos., & Son Co., Ottawa.  
Frothingham & Workman, Montreal.  
Howland, H. S. Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Merrick, Anderson & Co., Winnipeg.

**Window and Sidewalk Prisms.**

Hobbs Mfg. Co., London, Ont.

Luxfer Prism Co., Toronto.

**Window Cards and Sigas.**

Martell-Stewart Co., Montreal.

**Wire Springs.**

Henderson, J. A., Montreal.  
Wallace, Barnes Co., Bristol, Conn.

**Wire, Wire Rope, Cow Ties, Fencing Tools, etc.**

Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
American Steel and Wire Co., New York, Montreal, Chicago.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal and Toronto.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor & Banwell Fence Co., Walkerville, Ont.  
Oneida Community, Niagara Falls.  
Owen Sound Wire Fence Co., Owen Sound.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F. & Co., Montreal.  
Western Wire & Nail Co., London, Ont.

**Woodenware.**

Taylor-Forbes Co., Guelph, Ont.

United Factories, Toronto.

Wagoner Ladder Co., London, Ont.

**Wrapping Papers.**

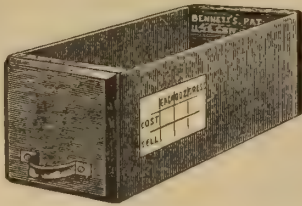
Canada Paper Co., Toronto.

McArthur, Alex., & Co., Montreal.



IF YOU INTEND MAKING ALTERATIONS WRITE  
US FOR PRICES AND PARTICULARS  
OF OUR

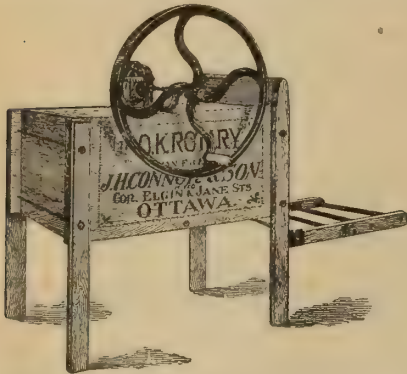
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We can make boxes to fit your present shelving  
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PICKERING, ONT.

CONNOR'S O. K. ROTARY WASHER.



No experiment, but a trade winner. Dealers who handle this washer say they sell easier than any other. Write for our catalogue and price list.

J. H. CONNOR & SON, LTD., Manufacturers OTTAWA

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## The Tarbox Self-Wringing Mop

is really the only sensible mop made.



Think of what self-wringing means—no soiled hands, no scalded hands, no necessity to go round like a scrub-woman.  
Your customers will appreciate this.  
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TARBOX BROS., - TORONTO

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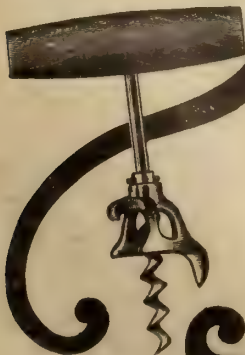
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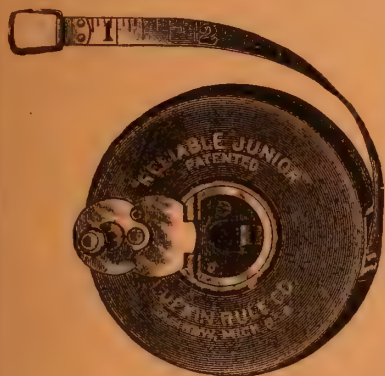


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Bars in Flats, Rounds, Squares,  
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GOOD QUALITY. PROMPT SHIPMENT.

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Limited,  
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## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

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That's the word. We cannot say  
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another in an effort to secure an  
agency for

### INTERNATIONAL STOCK FOOD

But we can say and do say that  
"steadily"—that's the word—we  
are adding to our list of agents.  
As we said before, Canada is a big  
country and we have vacant terri-  
tory—lots of it in our gift. May we  
not hear from you on this subject?

**INTERNATIONAL STOCK FOOD CO.**  
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For use in highest pressures for Steam, Hot or Cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

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**HIGH - CLASS**  
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Is easy on Machinery.  
It saves Money.  
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**A Weekly Newspaper devoted to the Hardware, Metal, Machinery,  
Heating and Plumbing Trades in Canada.**

VOL. XVII.

MONTREAL AND TORONTO, FEBRUARY 25, 1905

NO. 8

BUTCHERS' **JOHN WILSONS** KNIVES  
CELEBRATED  
"PEPPERCORN AND DIAMOND"  
BRAND CUTLERY.  
TRADE MARK  
BUTCHERS'  STEELS

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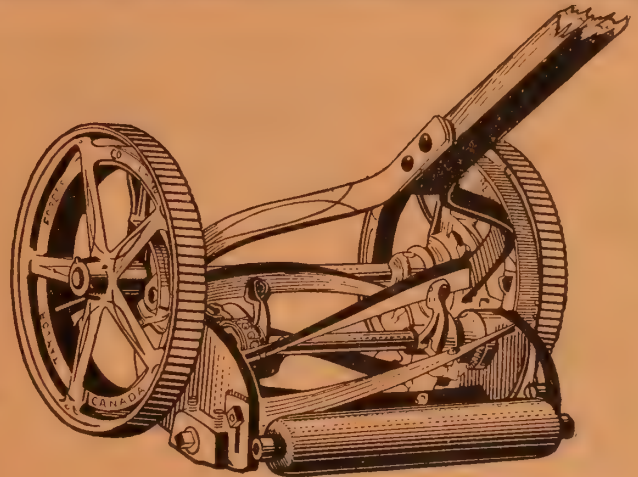


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Iron is always used.

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Lawn Mowers

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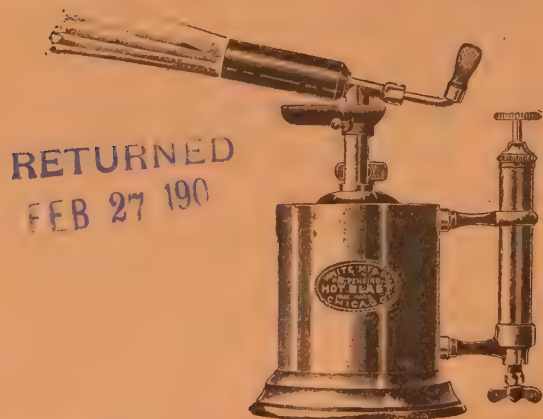
The Largest Manufacturers of Hardware in Canada.

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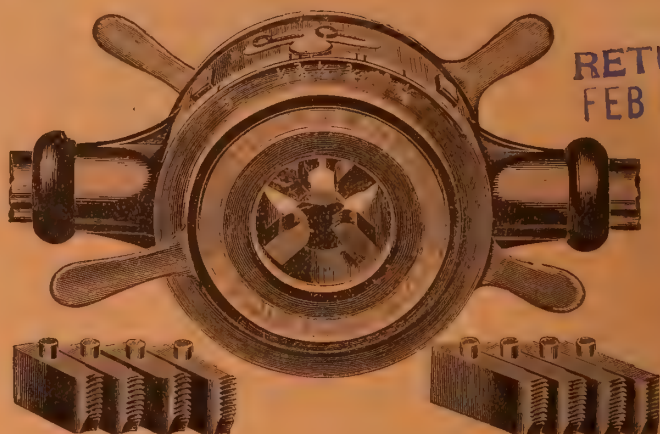
 GUELPH, CANADA



# PLUMBERS' TOOLS.



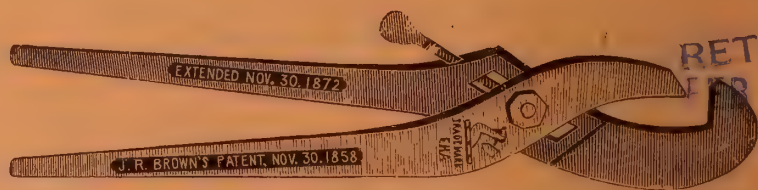
HOT BLAST TORCHES



OSTER  
—OR—  
DUPLEX PIPE STOCKS  
—AND—  
DIES



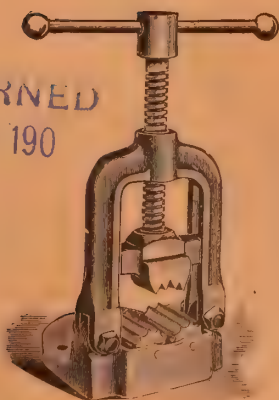
HOT BLAST TORCHES



BROWN'S PIPE TONGS.



CHAIN PIPE TONGS  
All sizes, taking 1/2-in. to 8 pipe.

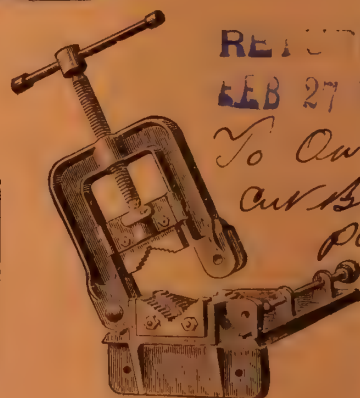


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Black Iron Pipe  
Valves,  
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COMPRESSION BIBBS  
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Lawn Mowers, Lawn Rakes,  
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Green, Green Wire Cloth,  
Churns, Wheelbarrows. . . .

**Builders' and Lumbermen's Supplies Always  
on Hand**

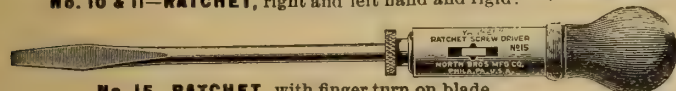
**THOS. BIRKETT & SON CO.,**  
LIMITED  
**OTTAWA, ONT.**

Other Tools are very  
Good Tools, but

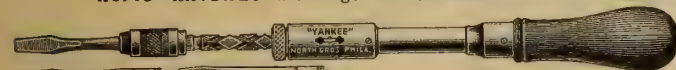
**SCREW DRIVERS**



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.  
No. 31—(heavy pattern)  
No. 20—right hand only.



No. 12—RATCHET,  
with stub blade.

Chuck and 8 Drill Points,  
for spiral ratchet  
screw driver.



Countersink,  
for spiral ratchet  
screw driver.



**"YANKEE TOOLS" ARE BETTER**

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS  
of the KIND.

**DRILLS**



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



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No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



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SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK  
**NORTH BROS. MFG. CO.**  
PHILADELPHIA, Pa.



# SAP SPOUTS

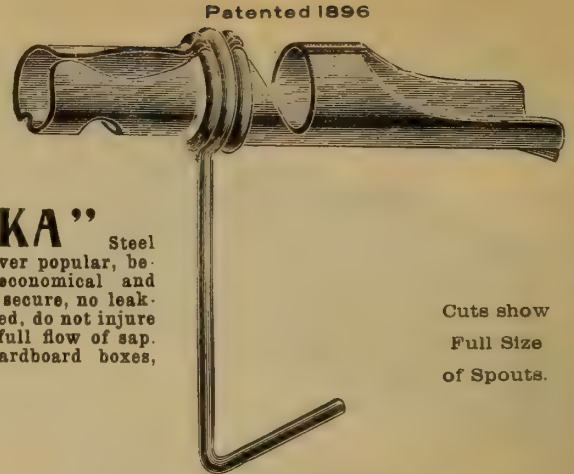
## STEEL



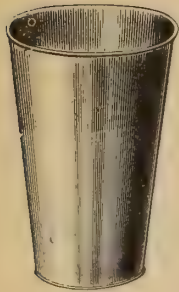
Supplied with or without hooks

### THE "EUREKA"

Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.



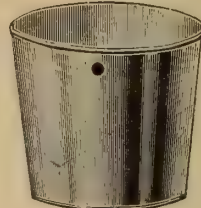
Cuts show Full Size of Spouts.



Long Pattern

## SAP BUCKETS

SUBSTANTIALLY MADE

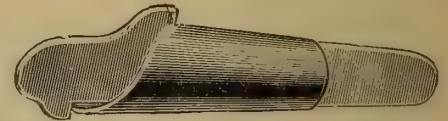


Western Pattern

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

Prices  
and  
Samples  
on  
Application.

### "IMPERIAL" TAPERED



Made from heavy tinned sheets especially adapted

FOR COVERED  
SAP  
BUCKETS

The THOS. DAVIDSON MFG. CO., Limited, ... MONTREAL

# COPPER SHEETS

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Cold Rolled

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Your trade will demand **DISSTON'S FILES**, and if your assortment is not complete you had better “stock up” and keep what people want,—when they want them,—not to have them “coming in,”—or to be “glad to get them for you,”—but **to-day** when they are asked for.



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The standard by which the merits of all others are judged.

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IT WILL PAY YOU TO HANDLE

# HILGER'S HARDWARE

## Guaranteed Best Quality

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**E. F. WALTER & CO., MONTREAL**

166 - 168 MCGILL STREET



Saturday, February 25, 1905.

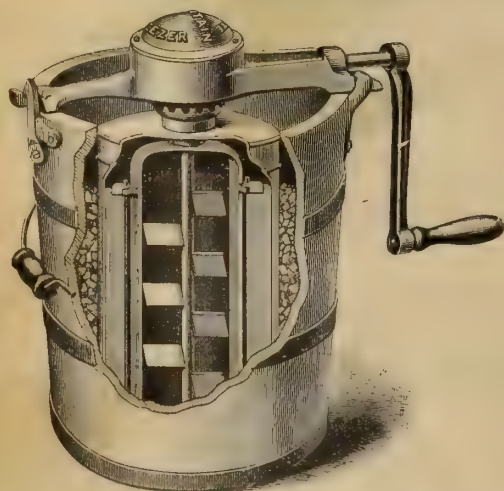
If you could see THE TWENTIETH CENTURY at work, then you would know why it is better than all other Washing Machines made.

Economy is the key-note of the song of praise its users sing.

This is fact. We *know* that our machine is the best made. Others know, too. But not everybody knows. There are some millions of people in Canada. Have you a copy of our Catalogue? If not, send for one.

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# The "White Mountain"



## THE ONLY TRIPLE MOTION ICE CREAM FREEZER

No Experiment

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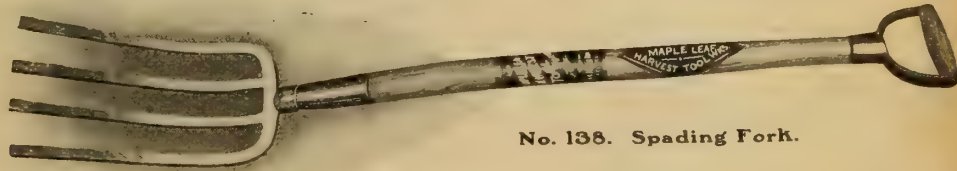


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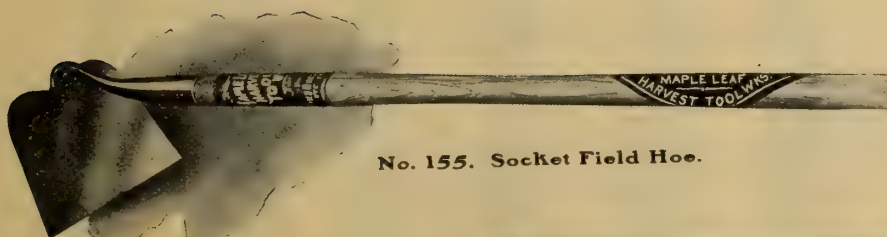
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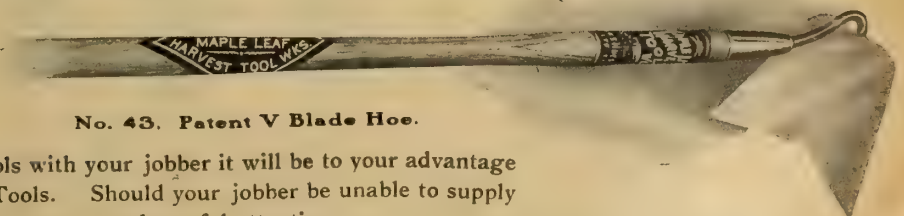
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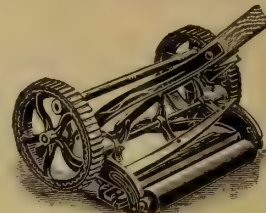
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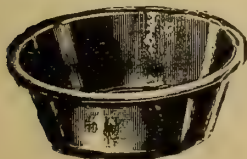
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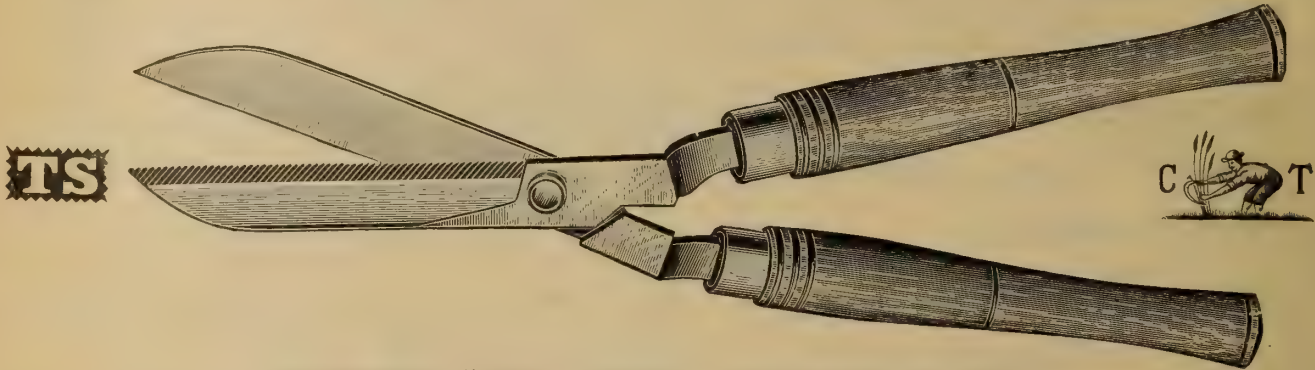


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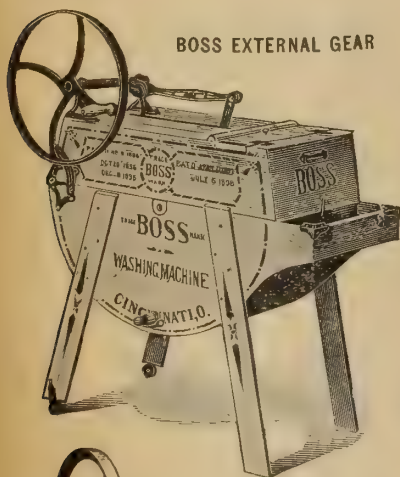
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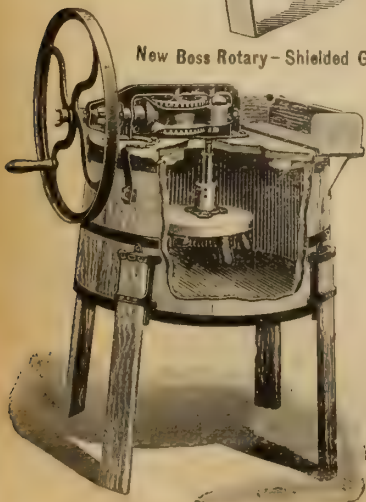
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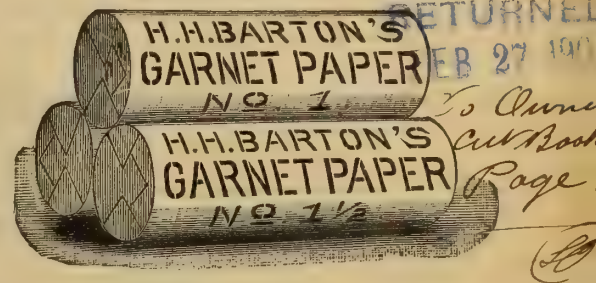
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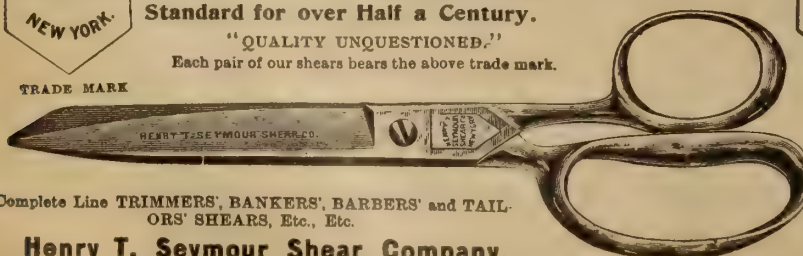
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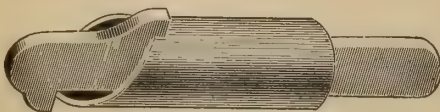
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# Western Retail Hardware Association

## ANNUAL MEETING.

IT is doubtful whether even the most enthusiastic officers of the Western and Manitoba Retail Hardware Association expected such a large gathering as assembled in the Scott Memorial Hall, in Winnipeg, on the afternoon and evening of February 14th. More than one hundred members were in attendance, but a number omitted the formality of registering. A large number attended who had not previously allied themselves with the Association, but before the meeting adjourned they had become members.

A pleasing feature of the evening meeting was the presence of a number of city jobbers. The retail hardware trade of both city and country felt that they had some grievances against the wholesale branch of the trade, and a friendly heart to heart talk resulted. The result was, as Hardware and Metal has always maintained would be the case,—the retailers found the jobbers anxious to meet their views, and the frank statement of complaints was met in a way which left little to be desired. The executive should be able to deal with these matters with very little trouble.

Interesting addresses were delivered at the evening session by J. H. Ashdown, Hyman Miller and G. F. Stephens, representing the wholesalers. Mr. Ashdown, speaking from a ripe business experience of 35 years in the retail business, assured his audience that while the two main difficulties with which they have to contend are price cutting and long credits, he considered the latter much the more serious. In a practical business-like address he urged the necessity of shortening credits and of bringing business as near as possible to a cash basis. Mr. Miller and Mr. Stephens followed, the latter citing several examples to show the great advantage of a cash business.

Perhaps the most important question which came up for consideration was that of employing a paid secretary. It was felt that the Association has reached a stage where it requires the constant attention of a competent man to superintend the organization and take

measures to prevent cutting of prices in the various districts. For this purpose the west is to be divided into administrative districts, and the secretary will be guided by the advice of members from these districts in his efforts to arrange this most important matter.

In order to complete the organization the help of the commercial travelers is being secured. Territory will be assigned to different travelers, and it is hoped that in a short time every hardware men from the eastern borders of Manitoba to the Rocky Mountains will be a member of the Association.

The Association is to be congratulated on its re-election of its former officers. It was well known in well-informed circles for some time that one or two officers like President Lindsay felt that they had not the time to devote to the Association's work, and would accordingly refuse re-election. It might have been disastrous to have changed officers so early in the history of the Association, and at any time it would be hard to fill the place of President Lindsay. No better man could be found for the place.

### LIST OF RETAILERS PRESENT

The afternoon meeting was called to order about three o'clock by President Lindsay. An examination of the register showed that the following members had signed the roll at the afternoon and evening meetings: W. P. Landon, Ninga; A. A. Hunt, Abernethy Association; F. F. Sparks, Belmont; G. McGibbin, Merrick, Anderson & Co., Winnipeg; L. H. Phillips, Cartwright; Robert Wyatt, Winnipeg; R. F. McLean, Winnipeg; L. H. King, Redvers; C. Jennings, Gurney Foundry Co.; L. D. Osborne and W. A. Kennedy, Miller Morse Hardware Co.; A. J. Falconer, Deloraine; H. L. Crece, Boissevain; Oliver Gilmer, Winnipeg; Representative the McKay Co., Whitwater; F. James, Napinka; J. J. Barr, Oak River; D. Spear, Holland; H. F. Johnstone, Ninga; William Chalmers; W. H. Campbell; W. A. Templeton, Winnipeg; W. Montgomery, Stonewall; F. G. Davis, Boissevain; J. A. Gilhuly, Arden; W. M.

Gordon, Winnipeg; J. B. Curran, Brandon; Fred Babb, Portage La Prairie; F. Anderson, Tenlon; W. McLean, Winnipeg (J. H. Ashdown Hardware Co.); A. Taylor, Gurney Foundry Co.; T. Moffatt, jr., Moffatt Stove Co.; John Hunter, Hartney; George L. Pettypiece, Souris; E. A. Dykes, Winnipeg; J. F. Henderson, Winnipeg; R. W. Clarke, Winnipeg; J. E. Riley, Winnipeg; W. A. Lawrence, Winnipeg; F. G. Arthur, Kinton; R. J. Clamens, Manitowish; T. S. Rank, Oxbow, Assa.; John McElrae, Sidney; John Isbester, Saskatoon; B. F. Law, Carman; A. P. Macdonald, Winnipeg; C. W. Graham, Winnipeg; William Anderson, Winnipeg; J. E. Thomas, Winnipeg; C. E. Neads, Wawanesa; J. M. Phillips, Morris; G. Sylvester, Elkhorn; J. W. Cahill, Winnipeg; J. A. Black, Minnedosa; W. Chambers, Hamiota; R. B. Wilcox, Glenboro; Leon Abramouch, Winnipeg; D. J. Fumerton, Reston; E. A. McBain, Reston; George Thompson, Elkhorn; S. S. Bare, Yorkton; G. M. Brown, Stonewall; George Wright, Winnipeg; W. C. Nancarrow, Winnipeg; C. H. S. Bamford, Winnipeg; J. P. Shannon, Carnduff; W. L. Henry, Winnipeg; H. Morden, Winnipeg; J. C. Thomson, Winnipeg; E. C. Pratt, Winnipeg; A. H. Ecclestone, Hamilton; W. J. Stinson, Toronto; G. R. Dowswell, Regina; C. E. Baker, Gilbert Plains; Hunter Smith, Brandon; G. L. Foerster, Neepawa; J. E. McRobie, Winnipeg; D. Phillips, Dominion City; G. M. Brown, Stonewall; G. F. Stephens, Winnipeg; George Houston, Cypress River; George McLean, Waskada; E. B. Loucks, Winnipeg; E. H. Johnson, Brandon (a representative George D. Wood & Co.); E. J. Coade, Carievale, Assa.; J. D. Macdonald, Winnipeg; G. C. Palmer, Vancouver, B.C.; C. D. Sparrow, Fairfax; F. W. Lynde (George D. Wood & Co.); Stuart English, representing The Commercial; F. R. Munro, representing hardware and metal.

### The Afternoon Meeting.

President Lindsay in opening the meeting said he was proud of the progress



which had already been made by this young Association. The greatest trouble in the past had been among the members of the trade themselves, but the Association would remedy that. Moreover, the Association could deal with the jobbers, while individuals could not. The jobbers would attend the evening meeting. The Winnipeg Association have a grievance against the jobbers, and while they are not strong enough in themselves to enforce their views the Western Association can do what the Winnipeg members can not do.

**SECRETARY'S REPORT.**

The following report was submitted by Secretary Lindsay, and adopted unanimously:

"At the first annual meeting of the Western and Manitoba Retail Hardware and Stove Dealers' Association, held in Manitoba Hall last August, it was moved by Mr. J. A. Lindsay, and seconded by Mr. O. Gilmer, that a report of the proceedings of this meeting be printed and sent to every hardware and stove dealer in Manitoba and North-West Territories, requesting his help in this connection, and soliciting his membership.

"Agreeable to this motion, a full report of the meeting held was printed, together with the constitutions and by-laws of the Western and of the Manitoba Associations. As membership in the Manitoba Association includes membership in the Western, to each dealer in Manitoba was sent the report, accompanied by constitution and by-laws of both the Western and the Manitoba Associations. Enclosed was a letter soliciting his membership and hearty co-operation. The North-West Territories not being organized, only a copy of the report and Western constitution and by-laws, with letter and application forms, was sent. We hope this year to see the Territories organize, and have good reason to think they will do so, having received many favorable comments from Territorial merchants. There are 250 Manitoba merchants; and 200 in the Territories on our mailing list. As much discretion as possible was taken in selecting merchants who were carrying a stock of hardware or stoves, but, no doubt, some mistakes were made, and any hardware dealer accidentally overlooked will please let us hear from him that our mailing list be as complete as possible.

"Should there be on this list the name of a general dealer whose business methods are detrimental to the legitimate hardware trade because of his selling hardware simply as an advertisement, please notify your Secretary at

the earliest possible date, that his name be taken off the list.

"The gentlemen appointed to the Executive Committee must be gratified to know of the hearty response to their efforts. It would do them good to hear the comments many applicants for membership wrote, and if hearty good wishes alone would carry us through, our success would be already assured. We have numbers; let us get these members organized that before 1905 is finished, every section in Manitoba will have a local Association in full working order. The North-West Territories will surely not allow Manitoba to beat them out in this good work.

"There are many names that should be on the membership roll that are not. We know these gentlemen to be thoroughly alive to the advantages of our Association. They have stated their intention to join and we must infer that if they have not done so their neglect is merely an oversight, and now when the matter has been brought to their attention, they will immediately make application for membership."

**TREASURER'S REPORT.**

Treasurer C. A. Baskerville presented a report, which was referred to a committee with instructions to divide expenses and receipts between the Western and Manitoba Associations and report. This committee consisted of Messrs. Jos. Curran (Brandon), Wm. Gordon (Winnipeg), and A. J. Falconer (Deloraine).

**ORGANIZATION.**

The meeting was then addressed by A. J. Falconer, of Deloraine, President of the Manitoba Association, on the subject of organization, and a general discussion followed. The general opinion seemed to favor the division of the West into districts, which could work together. They could be kept in touch, in order that their arrangements might not conflict, by the Secretary.

This brought on a discussion as to the advisability of having a paid secretary and organizer, participated in by Messrs. Hunter, Chalmers, Sylvester, Curran, Macdonald and Gilmer. The question was finally referred to a committee with instructions to investigate and report at the evening session. This committee was composed of the following gentlemen: Messrs. Falconer, Johnson, Price, Gilhuly, Chalmers, Gilmer, Gordon, and Sylvester.

**A WINNIPEG GRIEVANCE.**

A. P. Macdonald, Secretary of the Manitoba Association, then brought up the grievances of the Winnipeg trade against the jobbers. He complained that some members of the jobbing trade were selling to contractors and carpenters at wholesale prices. The Association must

stop this or very soon this would be done in the country as well as the city. (A voice: "They are doing it now.") He suggested that the matter be brought before the jobbers at the evening session.

J. P. Shannon, of Carnduff, Assa., followed, claiming that the evil was not confined to the city, and quoting a specific case.

Treasurer C. A. Baskerville, Winnipeg, recalled the fact that the jobbers had agreed to sell only to a certain preferred list of contractors. This promise had not been kept. The retailers didn't want to sell to contractors who buy in car-load lots, but they do want the trade of the carpenter.

Oliver Gilmer, of Winnipeg, followed in a characteristic and happy speech, and on motion of H. S. Price, of Bois-sevain, the question was referred to the following committee with instructions to bring in a resolution at the evening meeting: J. E. Thomas and W. A. Templeton, of Winnipeg, and A. J. Falconer, G. Sylvester, and J. L. Gilhuly.

**Evening Session.**

The evening session, which was largely attended, was made notable by the presence of representatives of the wholesale trade. Among those present were: J. H. Ashdown of The J. H. Ashdown Hardware Co., Hyman Miller of Miller, Morse Hardware Co., L. A. Blackwood of Merrick Anderson & Co., G. F. Stephens of G. F. Stephens & Co., T. L. Walden of Caverhill, Learmont & Co., E. B. Loucks of Marshall Wells Co., Jas. Drewe of The Gurney Foundry, R. C. Sharpe of the Imperial Oil Company, and J. C. Falls of Geo. D. Wood & Co.

President Lindsay welcomed the jobbers to the meeting and called upon the pioneer hardware man of the West, J. H. Ashdown, to deliver an address. Mr. Ashdown who was received with considerable applause, spoke in part as follows:

**MR. ASHDOWN'S ADDRESS.**

"Mr. Chairman and Gentlemen,—I do not know as to what has been the course of your procedure or what the subjects are that you have taken up in connection with this gathering. I am very glad to see such a gathering here and think it is a matter very much in the interest of the hardware trade that you should gather together periodically and talk over the grievances and see what remedies can be found. You have spoken of me as being the founder of the hardware business in this country and I have been here a good many years. I first started in the year 1870 and have continued from that time, doing business at the old stand. So loath was I to leave that stand, that when in my absence fire destroyed everything that had grown up there, after very careful con-



sideration of the matter, I did not feel that I could leave it, and my wife at first thought that she would like the opportunity for me to do so. However, I came to the conclusion that I could not leave the old stand.

"The hardware business has been the business of a lifetime with me and that location I took up in the early days and am likely to continue with to the end of my natural life.

"In your meeting here to-day, and in the meetings that have taken place, I take it, that you are endeavoring to find a means out of the difficulties you have met with. Some of these difficulties I have seen and dealt with more or less during my business career. My thought is, that every man who is in business will have his full share of the business and if one dealer cuts prices, his neighbor will do the same and it does not result in any profit for anybody, and the permanent result will be of no benefit to any of you. On the contrary, it will be a distinct loss.

"I understood to-day that there was a scheme on to appoint a permanent secretary who was to go around and endeavor to get the dealers over the whole country to join this organization, with a view to getting together. It struck me as a capital idea. One gentleman I spoke to here to-night, mentioned the difficulty in getting competitors to come to the meeting. It strikes me if this secretary was a good man, explaining the ideas so that they would gain by a proper understanding, he would be very likely to bring about good results. I do not know that there is a particular cutting of prices in some towns, but there is a want of understanding there that is not good. The secretary talking over the matter and showing them the folly of what they are doing would likely bring about what was necessary.

#### VARIOUS TRADE EVILS.

"I take it, that the main difficulties with the hardware merchants in this country, are laboring under, is the cutting of prices on one hand and the long and considerable amount of credit on the other. (Applause.) Now the cutting of prices is the least of these two evils. I always wish to get, when I can, a copy of my customers' statements and find out what I think weak points in order that they may be able to remedy them if possible, and this year, I find a great many large amounts shown as on the books. The season we have passed through in some respects was an unfortunate one. In some sections the crop was poor and where it was not poor the result to the merchants has still not been what we wished. The air seems to have been filled by speculation, which has not been for

the best and the consequence is that where the crop has been good, the money has been taken to pay for land in the Territories or somewhere else, or to add to the holdings near at hand. The consequence is there is a larger amount than is wished on the books.

"A man who is carrying a \$4,000 stock will find \$10,000 on the books. The consequence is that he finds himself bound up, starting with a capital that he thought at first enough to do him, and which would but for his great amount of outstanding accounts on which he has to pay interest, and then there is the amounts he loses in bad debts. Now it seems to me, in view of the tendency that there is on the continent generally in shortening up all credit, (the wholesalers throughout the country have not shortened theirs in conjunction with the general trend of affairs) if the merchants could shorten their credits they would all be in much better financial condition. There is not a country merchant who has not double, or three or four times as much on his books as he should have, and again there is the fact that must always be borne in mind, that as time goes on, your customer feels less inclined to pay his debt. This goes so far that men who ought to have made it pay well, are year after year writing off bad debts, and at last ending where they started, for long years not having added anything to their capital. If you can do anything towards bringing about a better state of affairs in regard to getting prices and credit, your work will be most thoroughly appreciated.

"I do not know what you think to be the main difficulties which you have to contend with, but it seems that these are two of the greatest.

#### VALUABLE SUGGESTIONS.

"I understand from you, Mr. Chairman, that there are some things that you are likely to say to the jobbers and I do not suppose that you have got anything yet formulated in such a shape as you are ready to deal with as yet, but I may say that whenever the time comes that you want to meet with the jobbers, you will find them a reasonable body and they will take up any questions you have to deal with, but do not adjourn for the season without having got together in such shape as will enable you to deal effectively with all the questions that arise and above all do not forget the ones I have spoken of. The time has come when you ought to be able to reduce the credit system to a small proportion of what it is to-day. In the early part of last fall, speaking to my banker, he said, "I would like to see you make a record this fall and get your accounts cleared up in such shape

that you can make a record." I said "I will try, and I am writing to my customers with that in view, and if we can possibly make a clean up before the end of the season I will be most pleased. We failed. Now there are many of you, who are making a nice steady little advance, more on paper than in reality, but the amount of advance that you make is largely affected by these two items of interest and bad debts; and if you were determined not to give the amount of credit you are giving, you could do it with perhaps less goods on your shelves, but you could do with a great deal less help from your creditors. If you did with one-quarter to one-fifth less business than you do and yet in consequence of that you would find yourselves making no losses and paying little interest, do you not think you would be better off at the end of the year? In a great many cases you would.

In talking to a clothing man I was surprised to know that 75 per cent. of the clothing business of the Dominion is paid for in cash. The cash discount is a high one, but I am told that 75 per cent. take that discount; that almost the entire trade of Ontario is paid for in cash and the bulk of the amount of credit that they have is given to their customers in the Northwest. It means, that they have got to charge their customers more and the great bulk goes on the book, and a great deal is carried over to the next year. This is true in regard to hardware.

R. C. SHARPE.

Mr. Sharpe of the Imperial Oil Co., who was next called upon said he was there to answer questions and that he would speak later when given his text.

HYMAN MILLER.

Hyman Miller, of Miller Morse Hardware Company, was next called upon and he replied in part as follows:

"Mr. Chairman and Gentlemen,—When I was invited this afternoon by Mr. Lindsay to attend the meeting here to-night, I am sure I did not expect to be called upon to address you. As Mr. Sharp remarked, I came here more to learn what were the grievances of the Western dealers, so that we might co-operate with them. I am sure the jobbers will do everything in their power to advance the interest of the Western dealers. After all is said and done, our interests are bound together. If the Western dealers fail, or make a poor success of it, we will likely make a poor success of it.

"I agree with Mr. Ashdown, particularly in the question of credits. I notice by the annual statements sent us by our customers, that the outstanding debts are gradually increasing and they



should show a sign of diminution instead of increase. It would make a vast difference in a few years, trying to pay cash, taking the cash discount and saving the interest charges. Now if there is anything the jobbers can do to assist in helping the Western men, to give them all they are entitled to, I for one, stand ready to assist."

G. F. STEPHENS.

Mr. Stephens said he had come to hear of grievances, but he had not heard very much against the jobbers except that they were close collectors.

The speaker was prepared to endorse all that Mr. Ashdown had said on the subject of long credits and spoke interestingly from his business experience in Winnipeg of 23 years. One firm to which he is selling have been in business for 20 years with an average turn-over of \$20,000 per annum. They are worth scarcely \$10,000, the reason being that they had always bought and sold on credit, paid interest on renewals and lost through bad debts.

Mr. Stephens quoted another instance of a man who failed because of long credits and then commenced a cash business on borrowed capital. He has now paid off his old indebtedness and is making money.

#### THE RETAILERS' GRIEVANCE.

After Messrs. Falls and Loucks had spoken briefly for Geo. D. Wood & Co., and Marshall Wells Co., a resolution was submitted by A. J. Falconer (and carried unanimously) as follows:

"That we respectfully request the jobbers to confine their trade to the legitimate retail hardware trade, and that copies of this resolution be forwarded to all hardware jobbers doing business in Canada."

Speaking to this motion, Mr. Falconer referred to the complaints made at the afternoon meeting by country hardware merchants of jobbers selling to general stores which carry hardware as a side line and sell at cut prices as an advertisement of their business. There were also complaints of sales to individuals who had not a dollar invested in stocks or buildings. "For 15 years I have been dealing with Winnipeg jobbers," said Mr. Falconer, "and I know that no more honorable men exist. If they do these things it is simply because the 'other fellow' does them. We are here to co-operate with the jobbers for the best interests of the whole hardware trade and we ask the jobbers to be fair with us."

W. A. Templeton and J. E. Thomas followed on behalf of the city association, referring to the agreement made a year ago with regard to jobbers selling to contractors and complaining that this agreement had not been kept.

President Lindsay summed up the complaint of the City Association in a short, but effective speech. Hyman Miller, on behalf of Miller Morse Hardware Co., replied that so far as his firm were concerned the agreement had been carried out to the letter. If there were any grievances he wanted to hear them stated. Mr. Lindsay said that to the best of his knowledge Miller Morse Hardware Co. had been loyal to the agreement and it afforded him pleasure to testify to this fact.

R. C. SHARPE.

R. C. Sharpe of the Imperial Oil Company, referred to the question of the trade in threshers' oils which had been brought up by J. L. Gilhuly of Arden. He said he was prepared to put the trade in oils in the hands of the hardware trade if a working agreement could be made with the executive whereby the retail price might be arranged. He said that the hardware man wants too large a profit on oils and that is the reason why the American peddlers come in and sell to the consumer. "If you want the business," said he, "I am prepared to divide profits with you equally on the oil and I will send out a man to sell the oil and have the orders placed through you. But it will be necessary for us to fix the price in the first place. I am not attempting to dictate, but I am ready to help by co-operation if you are ready to do so. Let the trade make suggestions."

Mr. Sharpe's proposal provoked a long and at times somewhat acrimonious discussion, Mr. Gilmer and others contending that the retailer must have more profit than the Imperial Oil Company on a gallon of oil as he handles it in small lots and has to wait for his money whereas the Imperial Oil Company sells in bulk for cash.

G. F. STEPHENS.

Mr. Stephens brought the discussion back to the list of contractors furnished the jobbers last spring by the Association, as men to whom the jobbers might sell direct. "Our firm is in a peculiar position," said Mr. Stephens, "as we come in competition with Eastern jobbers who take orders from contractors. One of my customers was quoted by a Montreal house the same price for white lead and oil that the jobbers pay the manufacturer. The customer bought \$1,200 of lead and oil and because of his low price on these staples he bought a heavy bill of other painting materials. He paid too much for his varnishes, but he didn't know it. The car load was made up by orders from city retailers. I claim that the retailers are responsible for the present state of affairs. We can't stick to our

prices against competition of that kind. I might say, though, that I have given instructions to my salesmen to adhere to the list. We have kept the agreement strictly."

PRESIDENT LINDSAY.

Mr. Lindsay followed with an apt story showing the folly of cutting prices to suit a few customers and thus losing the profit on 90 per cent. of the trade which could be retained at the right figure.

Continuing, Mr. Lindsay said that he had a "sore head," and he proceeded to take up the grievances of the city trade. "Mr. Miller is right when he says that Miller Morse Hardware Co. have not violated the agreement with the city association, but while I will mention no names other houses have broken it. There are jobbers from whom contractors not on the preferred list can buy at a low price which the retailer can not meet. I want that stopped. A carpenter can buy even a Maydale hammer from these jobbers. He tells his friends about it, of course. Where is this to end? If one jobber does it the others will be compelled to follow suit. I want an assurance from the Jobbers' Association that this thing is going to be stopped."

"A year ago we prepared a preferred list which the retailer does not handle and does not want to handle. We want the jobbers to keep their agreement."

J. W. Black—"Where do we fellows from the country come in?"

Mr. Lindsay—"The motion calls for protection for both country and city."

T. L. WALDON.

T. L. Waldon, Western manager for Caverhill Learmont & Co., of Montreal and Winnipeg, said that he represented an Eastern house and he was not given the list referred to. "Nevertheless, Caverhill Learmont & Co. have always confined themselves to the retail trade. We do not sell to contractors.

JOBBERS RETIRE.

Oliver Gilmer moved a vote of thanks to the jobbers for their attendance and

# WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT.



when it had been carried unanimously the jobbers retired.

#### FINANCE COMMITTEE REPORT.

W. M. Gordon then presented the report of the Finance Committee. "Your committee appointed to consider the advisability of engaging a paid secretary beg leave to report as follows: That we unanimously agree upon the necessity of a permanent secretary and further that the membership fee be \$10 per annum to meet this expense. We would further recommend that the Executive proceed at the earliest possible moment to secure the services of such."

This report was adopted after a short discussion.

#### NOMINATION OF OFFICERS.

As the nomination of officers was next on the order paper, the following nominating committee was appointed: Messrs. Templeton, Gordon, Falconer, Gilhuley, Sylvester, Curran and Graham.

Before the committee retired, Mr. Gilmer suggested that it would be well if the committee could arrange as far as possible to confirm the present officers in their places. A number of the officers were anxious to retire and so expressed themselves, but it was evident that their re-election would be very popular. The committee returned after a short deliberation and reported in favor of the re-election of the present officers. This report was carried amid great enthusiasm.

#### MUTUAL INSURANCE.

Oliver Gilmer, of Winnipeg, then brought up the question of mutual insurance, pointing out the success which had attended the enterprise in American hardware associations. The matter was referred to the Secretary (to be appointed) for investigation.

#### THANKS TO THE PRESS.

A. J. Falconer then moved that the thanks of the Association be tendered the trade press for the services they had rendered the Association by giving its work so much prominence.

Stuart English replied for The Commercial, expressing his congratulations on the success of the movement and promising the support of his paper in the future. He thought the presence of the jobbers at the meeting was a step in advance.

F. R. Munro responded for Hardware and Metal, congratulating the Association on its success and urging the importance of publicity in the strictly trade press read only by members of the trade. The Western Association was powerful, but how much more powerful would be a Dominion Association. Hardware men in the East and in British Columbia were not so much alive to the need of organization as were the up-to-date merchants of Manitoba and the Territories. It would be the object

## A Hundred and One

little things about the house can be brightened up with

**SHERWIN-WILLIAMS**  
**EMPRESS GOLD PAINT**  
**OR IMPERIAL GOLD ENAMEL.**

Unexcelled for general decorative purposes—gilding picture frames, chairs, tables, gas fixtures, etc. They give a brilliant lustre and are free from the nauseating banana-like odor so common to other brands.

Every S. W. P. Agent should sell *Empress Gold Paint and Imperial Gold Enamel*. They are specialties that sell with surprising readiness when properly introduced and pushed.

They are easily applied and are very popular with housekeepers who like to have the little things about the house look bright and pretty.

*Empress Gold Paint* is in liquid form, ready for use. *Imperial Gold Enamel* is put up bronze and liquid separate.

Write today for prices.

**THE SHERWIN-WILLIAMS CO.**  
**PAINT AND VARNISH MAKERS.**

Canadian Headquarters and Plant: 63, Centre St., Montreal.  
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg.

Money Making Specialties for Money Making S.W. P. Agents. Sell Them.

of Hardware and Metal to give the Western Association prominence and publicity in all parts of Canada.

The Convention then adjourned.

#### GRANBY COMPANY'S ORE OUTPUT.

THE statement of the ore production from the smelting works of the Granby Co. at Grand Forks, has recently been given out. The total is a little short of 600,000 tons of ore—the exact amount being 596,252 tons. In the year 1903 the same smelter treated 401,921 tons. The increase being, therefore, about 45 per cent. for 1904 over the previous year. The following table shows the tonnage treated by the smelter for each month of 1904:

Month.	Tonnage.
January.....	57,255
February.....	56,986
March.....	55,760
April.....	47,512

May.....	48,467
June.....	48,641
July.....	37,042
August.....	47,308
September.....	49,795
October.....	45,714
November.....	49,411
December.....	52,361

Total for 1904 ..... 596,252

Of this total there was shipped from the company's Phoenix mines a total of 549,703 tons of ore. This leaves 46,548 tons of custom ore that was received during the year, this custom ore coming from Republic, Rossland, Ymir and other mines.

The total production of metals from this ore for the year 1904, the figures for December being estimated, as they are not yet available for that month, was:

Gold.....	50,694 oz.
Silver.....	217,472 oz.
Copper.....	17,843,399 lbs.



# CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

## Enameled Sanitary Appliances.

A HANDSOME catalogue sent Hardware and Metal by the Standard Sanitary Mfg. Co., Pittsburg, Pa., describes the various lines of porcelain enameled ware which this firm makes in modern sanitary appliances for public institutions, schools, factories, etc. The book is 9 x 12 inches in size, and its 84 pages are replete with illustrations of handsome lavatories, toilet rooms, automatic range closets, wash sinks, urinals, etc., a generous description being given of each illustration. When sending for a copy of the catalogue mention this paper.

## A Unique Menu Card.

A dinner was given at Sydney early this month by the representatives of the steam and electrical companies assembled

**THE CANADIAN STEAM & ELECTRIC MAGNETS**

TO THEIR HONORED GUESTS

## DOMINION IRON & STEEL KINGS

### SYDNEY

February 4th, 1905.

### DINNER

1000 VOLT COCKTAIL  
SOUP

Engine Room Consomme	Electric Fish Chowder
Fuse Wire	Steel Billets

### FISH

Baked Armature Coils, Shellac Sauce

### ENTREES

Superheated Steam, Vacuum Sauce  
Wire Rods (Hot)

### ROASTS

Roasted Customer	Roast Salesman
Triple Expansion Gravy	Turned Down Dressing

### VEGETABLES

Steamed Potatoes	Automatic Stoker	Ammonia
Tar	Coke	Slag

### SWEETS

60 Cycles	Revolving Field 3 Phase	Blowout Magnet
Automatic Cutoff	Medium Speed	Dead Short Circuit
		Shut Down

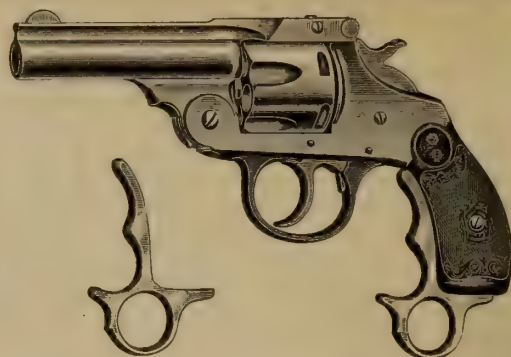
Steam and juice not on bill of fare charged extra.  
Temperature of consumers must not exceed 70 Centigrade.  
Owing to unsettled market all quotations on Domsteel products are withdrawn while the house is in session.

there on the occasion of the awarding of a large contract for engines and generators.

## A Pretty Calendar.

The Canadian Westinghouse Company, whose head office and works are in Hamilton, are sending out a very pretty calendar from February 1, 1905, to February 1, 1906, the handsome

# HAS A "GRIP" ON THE TRADE. IVER JOHNSON Revolver Grip.



Progressive dealers instantly recognized its value—the demand was spontaneous. As the result of extensive advertising there is already a large demand for this revolver.

Have you placed your order?

**"DON'T CARRY IT" — "WILL SEND AND GET IT" —**

**"INTEND TO HAVE IT"**



are signs that —————> point to the door of your competitor, who, being alert and keen, realizes that "New Things" impart life and activity to his business and who instantly recognizes the practicability and selling virtues of the

## IVER JOHNSON Revolver Grip

Send for new catalogue just issued — a work of art — mailed free upon application.

New York Office:  
No. 99 Chambers St.

**IVER JOHNSON'S ARMS & CYCLE WORKS,**  
FITCHBURG, MASS., U.S.A.

feature being the figure of a young lady holding a bunch of rose buds. Mention Hardware and Metal when writing.

## Moulded Rubber Goods.

Hardware and Metal has received a catalogue of the Plumber's rubber goods manufactured by H. O. Canfield, Bridgeport, Conn., which will be sent to any Canadian plumber who writes stating that he saw this notice in this paper. The booklet is in handy form and contains 48 pages, which are used to illustrate and describe the stoppers, washers, discs, balls, cushions, cones, connections, gaskets, rings, flanges, elbows, bulbs, force cups, bumpers, valves, cord, tubing, etc., manufactured. It is a handy volume for any user of these goods.

## Suggestions for 1905.

A bad habit is like a small fire, at first, easily quenched, but suffered to live, increases beyond control and ends in making ruin.

He who hesitates is often saved.

Do it now or somebody else will.

A "hail fellow well met" starts with more friends that he needs and ends by needing more friends than he has.

A light heart goes easily with a heavy purse.

Not the early riser, but he who gets the best sleep, wins the worms. "The worm was punished, sir, for early rising."

It's a happy thing there is no law compelling wise men to read what fools write.

Write in haste, repent more hastily.

The above have been issued on a neat hanger by the Canadian Westinghouse Company, which makes an attractive addition to the office wall.

## THE BOWSER OIL OUTFITS.

A visit to a store, factory or warehouse, where a plant of Bowser self-measuring outfits has been installed, will well repay anyone, for a plant of this kind presents a combination of neatness, accuracy, safety and economy. Those who have seen its workings and by investigation learned of its advantages, are loud in their praises of these outfits. By means of them, orders for oil can at all times be quickly and neatly filled, without traveling to back rooms, down cellars or to other buildings. As time, labor and, consequently, money savers, the Bowser self-measuring oil outfits stand alone. The advertisement of this firm appears elsewhere on these pages.



# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale  
only

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

## Lumbermen's Supplies

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FEB 27 1905



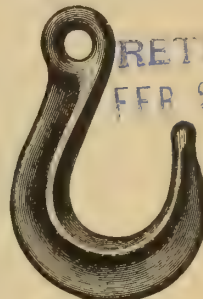
Grab Hooks

RETURNED  
FEB 27 1905



Coil and Logging Chains

RETURNED  
FEB 27 1905



Slide Hooks

RETURNED  
FEB 27 1905



Japanned Lap Repair Links



Cross Cut Saws

TURN  
27 1

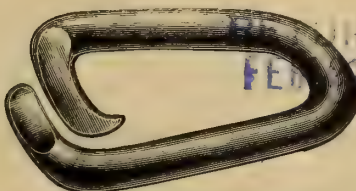


Ingal's Repair Links

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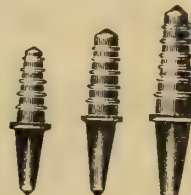


Samson's Boot Calks



Bright Open Repair Links

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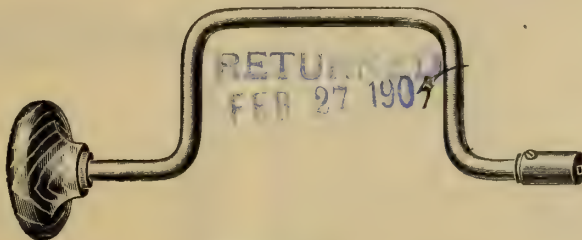


No. 0 Boot Calks

RETURNED  
FEB 27 1905



Lipscomb, No. 00 Boot Calks



Lipscomb's Calk Brace



Lipscomb, Nos. 5, 7 and 8  
Boot Calks

RETURNED  
FEB 27 1905

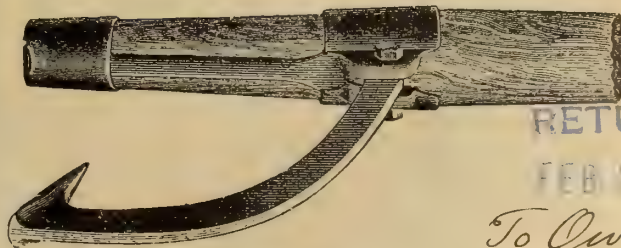


Cant Hooks

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FEB 27 1905



Peavies



Cant Hooks

RETURNED  
FEB 27 1905

To Owner  
Cut Book 3  
Page 6.

FOR FULLER PARTICULARS SEE OUR HARDWARE CATALOGUE

## H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

Our prices are right.

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly





*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Shop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

Now in the hands of the printer, ready for distribution in two weeks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

*Head Office and Factory :*

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*Sales Office :*

*50 Colborne St., Toronto.*



## The Morrison Folding Urinal

This Urinal is the innovation for which the trade has been looking. It fills the bill exactly. It is the most sanitary urinal in existence, because it flushes thoroughly and is closed up when not in use, thus eliminating absolutely all possibility of the emission of odors.

Its very small size and compact shape makes its use convenient in places impossible to the old style urinal. It is made in cast aluminum with nicked trimmings and will last forever.

Write to-day for our generous proposition on bath room specialties.

**JAMES MORRISON  
BRASS MFG CO.  
Limited**

Toronto,

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J.M.T.

## VALVES

The "J.M.T." Valve is the best in existence. There are over 2,000,000 of these valves giving satisfaction in Canada at the present time, and the demand is constantly increasing.

We have the most complete line of Steam Fixtures and Brass Specialties in the Dominion. They include lines you should be handling.

Write to-day for information.

**The James Morrison Brass Mfg. Co., Limited**  
Toronto, Ont.



# HEATING AND PLUMBING

## ADVANCED METHODS OF WARM AIR HEATING

By W. H.

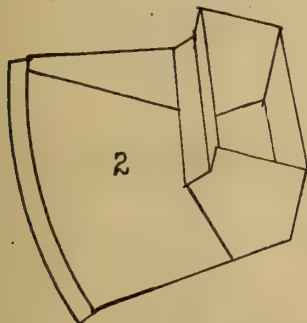
### ARTICLE III.

IT is just as necessary to have shoes and bends of a similar class to the cuts represented on this page, as the furnace or any part thereof, in order

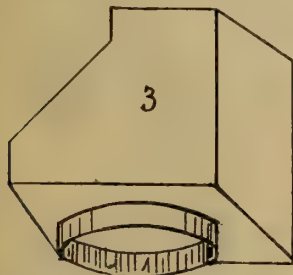


to have your heating work successful. An tinsmith should be able to manufacture the different shoes and bend shown as we have drawn lines at the seams.

In order to put in a perfect system of heating every room in your house should be heated almost to the same degree



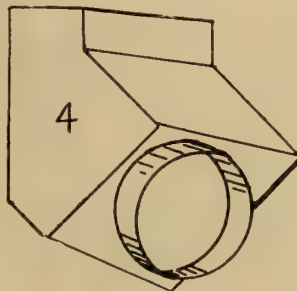
without having to operate your dampers in the hot air pipe. This, of course, can only be accomplished by the size of your pipe and register placed in the room. If the windows and casings in your house or rooms are perfectly airtight the wind has absolutely no effect



on a register. When the wind is in a certain direction and is pressing very hard against the wall it is the air forcing in through the sash, framework and crevices that prevents the hot air from coming into the room.

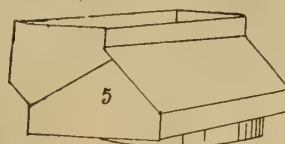
The room is already filled with air,

and any more forcing in through these openings will force the air in the room out, and will keep the hot air from coming in. We have the pressure of cold air down, forcing the hot air up and as it requires greater pressure to force it up into the room it will naturally go



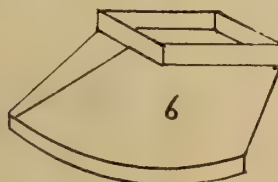
up through the other registers where the pressure is not so great, viz.: When the wind is blowing very hard the fire always burn brighter.

This is generally believed to be because of the smoke from the top of the chimney being drawn away, but this is not the case. It is the air pressing in through the different openings of the house that have no other outlet. Stove fires also burn brighter on very cold nights when the wind is not blowing. This is attributed to the cold air; being



heavier, it presses harder in through the crevices similar to the wind.

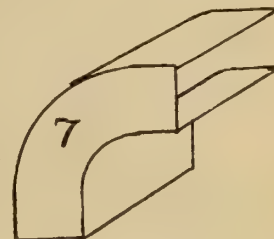
In many cases people are troubled with tar running through their pipes. This is always caused where long ranges of pipe are carried through cold rooms be-



fore reaching the chimney. The heat is not sufficient to keep the chimney warm, the cold air presses down and the heat coming in contact with the cold air, condenses. A slide pipe left open in the

room where the stove is, will in almost every case overcome the difficulty.

Later on when I am dealing with



heating and ventilation by gravitation, I will explain how I figure out my different sized pipes and fixtures for heating rooms to a certain degree in zero weather.

### How Some Plumbers Succeed.

By N. O. M.

DID you ever stop to consider why it is your business has not advanced farther and faster than it has? While calling upon the plumbing trade in Toronto and Montreal lately I have heard such remarks and exclamations as, "Oh! It always was my luck, even when I was a journeyman," and, "I have worked like a Trojan for five years and still my business has not advanced. If anything it has gone backwards." Such remarks and the condition one would imply from them would lead the average person to imagine that a general dissatisfaction existed among these merchants. Probably, it is only an attack of jealousy on the part of one merchant when he learns of another, who received a large and profitable contract. If you do not receive such contracts as these did you ever to consider the reason why?

I once heard of a plumber, a very competent man and one well posted in his business, from a mechanical point of view, who hustled and worried, alternately from morning till night and yet the fascinating contracts refused to be his. After a year, when he had only accomplished enough business to pay expenses, and with his whole energy spent and wasted, he sat down to think and reason out the difficulty, and as he thought a sentence which he had heard only too often arose in his mind, "We do not know you."

"But," he had exclaimed when he had been told this, "there is Mr. Jones, he has only been in business a few months, why patronize him?"



"Mr. Jones," replied the business man, "is well known and is prominent."

Did you ever stop to see if you were in the same pair of shoes? Are you well known among the people of your community? You may imagine you are, but are you? That is the point. All the imagination in the world would never fill your pockets with gold or enlarge your business. There are too many plumbing merchants in Canada who believe in doing business on the quiet. I remember a saying in the Bible, which, I think, exactly fits the case: "Don't hide your light under a bushel, but let it so shine before men that they may see," etc. Come out bold, strong and confident before the people of your town, city, or community, as the case may be, and let them see you are in business and intend to continue, despite the keenest competition. Advertise in the best paper of your town. If you cannot afford a large advertisement, insert a small one, but, above all things, keep your advertisement and name before the public. Give some attention to getting business as well as attending to it properly after it is secured.

Why should not the master plumber, as well as the hardware merchant of the professional man, give some attention to public affairs in an endeavor to become popular, up to date and well known by the people of the community?

Another feature needing attention by the majority of plumbers, especially those of the smaller districts, is the slovenly way in which the showroom and window is kept. The plumber should not forget the fact that the ideal of the average citizen of to-day is of a higher standard than the average of ten and fifteen years ago, and the majority of purchasers of to-day will not enter a dirty or slovenly-kept shop if they can find a clean store with everything in the window or showroom artistically arranged and displaying its good points to the very best effect.

It has been estimated that sixty per cent. of the plumbing merchants of this Dominion have no showroom in which to display their goods to a prospective purchaser. Is that not detrimental to business? If you have no showroom in your store, how do you expect to sell goods or receive contracts for installing your wares, when such a keen competition as that of to-day is prevalent? A pot of paint and a good brush sometimes do a great deal toward enlivening and entirely changing the appearance of the store. The showroom does not necessarily need to be large, so long as it will display the bath, wash basin, closet, and other articles exactly as they would appear when in use. To make the showroom appear similar to that of a bathroom, a kind of oilcloth, representing a

marble pattern, can be purchased, which when tacked on the floor and walls, often helps the prospective purchaser to decide the more quickly. But, above all things, make each article appear as if in actual use. It is not necessary to place a large bath in the window, but rather dress the window with small articles, such as gasoliers, light shades, electrical supplies and fixtures. If properly conducted, a very pretty effect may be gained with these articles. Keep the store clean and free from dust, and rearrange articles on the inside quite often, as the idealist likes and appreciates a change.

Having thoroughly re-arranged your office and store, enter into public affairs, advertise, and engage in everything that will work in co-operation with the development of your business connection, never neglecting your business, however, for that of the public, or the neat store, well-dressed window and expensive advertising will be money thrown away. Popularity, used to aid a business, is a valuable asset, while, if the business becomes subordinate, the popularity will prove a dead weight, the striving for which is waste effort.

#### Lead Poisoning.

From particulars published in the British Labor Gazette, it appears that during the year 1904 there were 597 cases of lead poisoning reported to the Home Office, and 26 deaths, compared with 614 cases and 19 deaths in the year 1903. In 1904, plumbing and soldering were responsible for 21 reported cases and 3 deaths, compared with 26 reported cases and not any deaths in 1903. In connection with white lead works, there were last year, 116 reported cases and 2 deaths, while in 1903 there were 109 reported cases and 2 deaths. Red and yellow lead works supplied 11 reported cases last year and 6 cases in 1903. There were no deaths in either year. From paint and color works 32 cases of lead poisoning were reported in 1904, and 39 cases in 1903. There was one death in each year. Paint used in other industries accounted for 27 reported cases and 3 deaths in 1904 and for 46 reported cases and 1 death in 1903.

#### A Large Contract.

One of the largest heating and plumbing contracts ever placed will be that required for Sears, Roebuck & Co.'s new plant in Chicago. The cost of this equipment will be nearly \$250,000. Adams & Schwab, Chicago, are the engineers.

A good plumbers' cement consists of 1 part of black rosin melted, to which is added 2 parts of brickdust, finely powdered and thoroughly dried.

## BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not, got them, write direct to

**R. E. THORNE**

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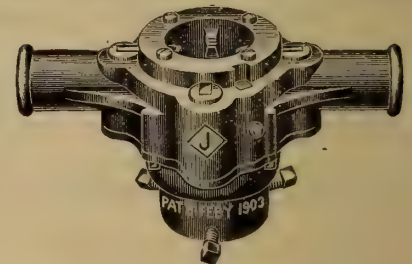
## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

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Get in line with the leading  
Plumbers by using a

### Jardine Patent Pipe Die.

One man can thread a 2 in. pipe at one cut  
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Mfrs. TAPS and DIES.

HESPELER - - - ONTARIO

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They Never Leak

Always Work Easy

BEST IN THE WORLD



PIPE THAT IS PIPE

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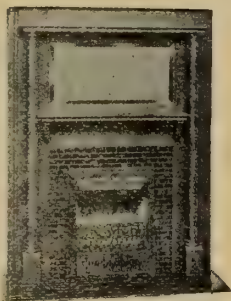
TAKE NO OTHER.

PAGE-HERSEY IRON AND TUBE CO., LIMITED, GUELPH, CANADA

Have you  
tried it?

Tried what?

SELLING  
MANTELS.



This is in your line of business, and it will  
pay you.

The Batty Stove & Hardware Co.  
76 YORK ST. TORONTO.

THE BULLARD AUTOMATIC WRENCH

PATENTED OCT. 27, 1903

Instantaneous ad-  
justment to any size  
within its range.  
No cramping or  
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Increased Leverage,  
Strength and Efficiency.  
No lost motion. In-  
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locks.

Will not crush the  
lightest pipe.

Cannot slip. The  
harder the pull the  
stronger the grip.

Expert mechanics pronounce it  
THE STRONGEST WRENCH ON THE MARKET.

A Monkey, Ratchet, and Pipe Wrench combined.

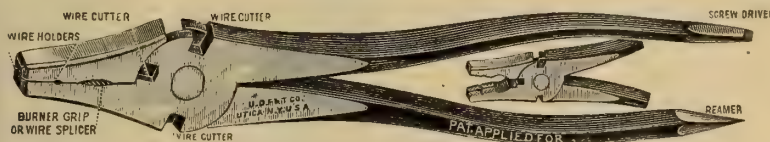
Sold by all Jobbers in United States, Canada, and Foreign Countries.

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BULLARD AUTOMATIC WRENCH CO.  
PROVIDENCE, R. I.

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AND PRICES.

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Write  
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This combines Five (5) Useful Tools in one.

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GLOBE VALVES

are superior to any other disc valves  
on the market for high steam.

This is a very superior valve, at a  
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Performance

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THE ECONOMICAL  
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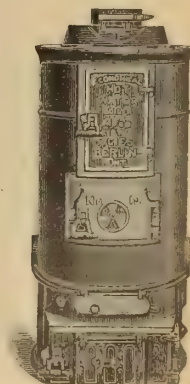
and you will find that

1. It is economical.
2. That it is powerful.

It is beyond question the Boiler of boilers.

We Want Agents.

P. GIES, Founder, BERLIN, ONT.







Urinals and Closets in St. Lawrence Hall Hotel, Montreal.

### A Modern Plumbing Job.

**A** THOROUGH remodelling and re-installing, places the lavatories and heating appliances of the St. Lawrence Hall, of Montreal, second to none in Canada, the plumbing work being done by David Ouimet, plumber and steamfitter, 514 Craig street, Montreal, while the marble work was installed by C. Mariotti, of Beaver Hall Hill, Montreal.

Owing to the fact that the house was continually occupied by guests during the time the work was under way, the progress was not as rapid as it would otherwise have been. The work was started on August 13, and the seventh day of February had dawned before the finishing touches were put on the work. The number of men continually employed was two plumbers, three steamfitters and three helpers.

The bright nickel-plated waste pipes, and taps in co-operation with the polished marble and brass fittings, display the interior to good advantage and make the place appear attractive and cheerful instead of dirty and unsanitary.

Situated, as shown in the accompanying illustrations, on each side of the lavatory, at the end farthest from the entrance, are five closets. Each closet is partitioned off with walls of marble and doors of red polished oak. The pattern of closet used is the most modern and efficient known to sanitation. The flush pipes are nickel-plated brass with the sanitary perfect screw connection. The box, containing the apparatus which regulates the pressure of water, is situated above and near the ceiling, the usu-

al chain and hardwood handle being attached. All the fittings, such as hinges, chains, bolts, etc., are of brass, which, when taken in contrast with the dark red oak door, seat and pressure box, gives each compartment an artistic blend. Beginning at the end of these compartments, and on one side of the room only, are five urinals. These are divided by a small wall of polished marble. Each bowl in these two compartments has a separate nickel-plated waste pipe of four inches, which leads to a sub-main pipe of eight inches, of which there are three, one in a lane at the rear of the hotel, one in a lane at the side of the building, and one on St. James street, these in turn leading to the general main.

Across the end of the lavatory, at the entrance, is a row of eight wash basins, each bowl being plain white oval and measuring nineteen by fifteen inches. The centre of each bowl is placed thirty inches apart. Each bowl is fitted with nickel-plated waste pipes, N.P. traps and N.P. fuller traps. As will be noticed by the illustration, all the fittings, otherwise than the marble, are nickel-plated



New Lavatories Installed in St. Lawrence Hall Hotel, Montreal.



A. RAMSAY & SON  
PAINT MAKERS  
MONTREAL.



MR. PAINT MAN,  
ANYWHERE,  
CANADA.

Est. 1842

MONTREAL, Feb. 25th, 1905.

DEAR SIR,

How about that paint proposition we made to you on 21st Jan'y last? Here is another.

Put in a line of **RAMSAY'S OUTSIDE PAINTS**. They are just the thing for the farmer's barn. You can sell them to any farmer who has a roof, a fence, or a barn to paint. You can get \$1.00 per gallon and make a good profit; you can make more out of it than you can out of house paints, and not so much talk about it, either.

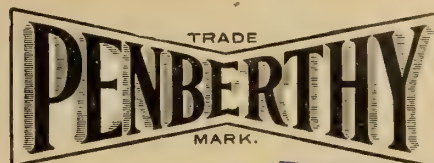
We have some fine colors, and you should see our **RUBBER ROOFING BLACK** at the same price. It will make any roof last twice as long as it would if left bare to sun and storm.

Try it for your paint trade; it will pay you. Shall we send you our card?

Yours truly,

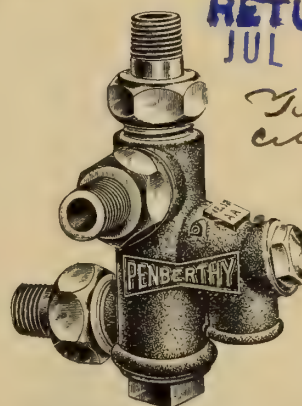
A. RAMSAY & SON CO.

SPECIFY GENUINE



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SIMPLE!



"THE BEST"

SAFE!

Automatic Injector

—MADE IN CANADA—

ASK YOUR DEALER.

**PLENTY OF  
LIGHT ATTRACTS  
ATTENTION TO  
A STORE.**

**THE AUER GASOLINE LAMP  
GIVES 100 CANDLE POWER at a  
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Beats gas, electricity, or coal oil.  
Satisfaction guaranteed. Catalogue on request.

**AUER LIGHT CO., - MONTREAL,**  
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**The Finishing Touch**

in the construction of any building is the roof. Without a durable attractive roof the entire appearance and service of the building is unsatisfactory. Galvanized iron, tin, tar and shingles are being discarded on account of their unsatisfactory results, and

**REX FLINTKOTE ROOFING**

is fast becoming the universal roofing. It costs less laid than shingles, will outwear several galvanized iron roofs, is absolutely waterproof, and many buildings have been saved by its fire-resisting qualities. Our book on roofing, which we will send with free samples, is yours for the asking.

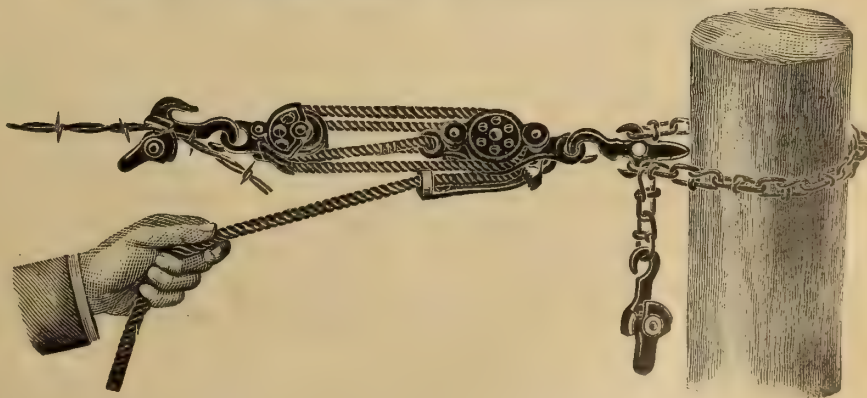
J. A. & W. BIRD & CO., 49 India Street, Boston, Mass.

**"LOOK FOR THE BOY" EVERY ROLL**

## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



WILCOX MFG. CO. OF ONTARIO, Limited

NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER



complete. A wall of twelve inches in height surmounts the stand at the back. Above that is placed two large mirrors, and these, with several toilet sets, help to complete a very artistic portion of the lavatory.

#### Winnipeg Plumbers Dine.

WINNIPEG master plumbers have every reason to be pleased with the success which attended their second annual banquet, held in the Builders' Exchange on the evening of February 16th. Some seventy guests were in attendance, and justice was done to a menu which was all that the most fastidious palate could desire. The speaking was of a higher order of merit than is usually the case around the

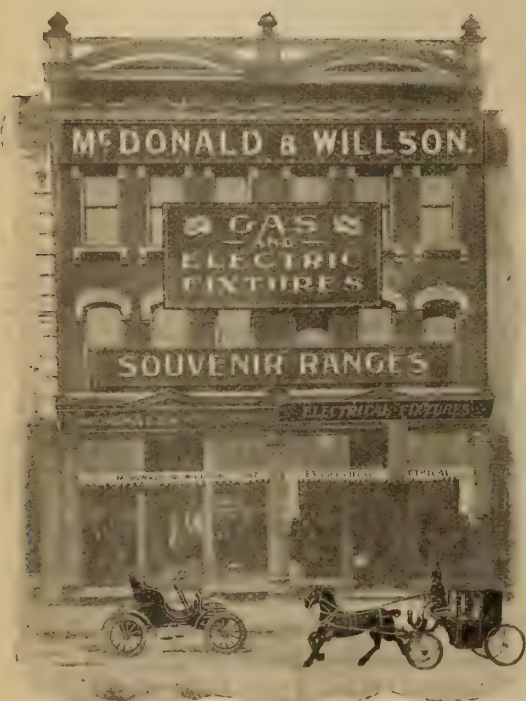
ing been loyally honored, that of "The Architects" was proposed. Coupled with this toast were the names of J. Greenfield, W. Melville and H. Matthews. These gentlemen remarked upon the good feeling which prevails among all branches of the building trades. Inspired evidently by the good example of the plumbers, Mr Melville expressed a hope that the architects would soon have their own association. G. W. Murray represented the building trades on the list, while John Stevens and W. Newman replied to the toast to the Plumbers' Supply men.

MAYOR SHARPE.

Mayor Sharpe responded to the toast to the "City of Winnipeg," and in do-

8,000 are without sewer connections. He stated, amid the applause of the gathering, that he proposed to introduce a by-law making plumbing compulsory within a large radius. In framing this by-law he would take the plumbers into his confidence. He feared that the reputation of the city in regard to typhoid would have a deterrent effect upon immigration, and he had every confidence that the plumbers, recognizing the dangers of present conditions, would not take advantage of the situation to raise prices.

It seemed advisable to appoint an inspector of sanitation, and he believed that if the recommendations of such an expert were followed out the number of connections with city water would be increased 75 per cent., and the number of sewer connections at least 100 per cent. The new by-law would do away with box-



McDonald & Wilson's Stove and Plumbing Store, Toronto.



Imperial Porcelain Roll Rim Bath furnished by the James Robertson Co., Toronto.

festive board, and the occasion was rendered notable by the definite announcement of His Worship Mayor Sharpe that a sanitary by-law is to be introduced in the Winnipeg City Council, making a system of plumbing compulsory within very wide limits. This announcement was enthusiastically received, as the Winnipeg plumbers have felt the injustice of the criticisms of a few misguided people, who have held them responsible for the typhoid epidemic. Undoubtedly the new by-law will be in the interests of the craft, and it should remove the typhoid scourge.

President Lear, who presided, made a very efficient toastmaster, and no small part of the success of the function is due to him. The toast to "The King" hav-

ing so outlined the policy which he hopes to see followed out in order to cope with the typhoid situation. On this occasion there was a close connection between plumbing and typhoid, and it was characteristic of Mayor Sharpe that he lost no time in getting to the heart of his subject. He complained that the press of the city had been filled for months with letters from foolish people who did not understand what they were writing about. The question now was not "Who is to blame?" but "How can the present state of affairs be remedied?" The Master Plumbers' Association could do more than any one else in this connection.

Continuing, the Mayor pointed out that out of the 12,000 houses in Winnipeg

closets, and a by-law will be voted upon providing a method whereby the smaller property holders will be assisted in paying for new plumbing.

#### OTHER SPEAKERS.

Alderman F. J. Cox endorsed what Mayor Sharpe had said in a short speech.

The toast to "The Master Plumbers' Association" was responded to by Messrs. Cotter and Chambers. "The Press" and "The Ladies" were also lauded in graceful remarks.

Every credit is due the committee of management, which consisted of the following gentlemen: R. H. Lear, president; Richard Cotter, first vice-president; F. Rodway, Thos. Stewart and J. W. Chambers.



## ELECTRICAL SUPPLIES

### Gas and Electrical Fixtures.

**A**MONG the problems which call for careful consideration in these days of sudden changes is that of providing the proper means of artificial lighting. This branch of industry has evolved from the torch and candle of olden times to the handsome and serviceable gas and electric lights of today.

The hardware merchant has been controlling the trade in oil lamps, while the plumber has had full sway in the installation of gas lighting systems. Now, both are competing for a share of the trade in electric lighting fixtures, and there is probably room for both, as the industry is rapidly developing.

Hardware and Metal called on Messrs. McDonald & Wilson, 187 Yonge street, Toronto, the other day, and was agreeably surprised to see the remarkable display of lighting fixtures which are carried in stock by this firm. On their ground floor they carry a large line of stoves and ranges, while upstairs, over their own and the adjoining store, they have a monster stock of goods and an original method of displaying them.

The accompanying illustration shows their central showroom, it being divided by grill work and curtains into what is practically two rooms, the settee being in the centre, while chairs and tables are also used to give the whole a home-like appearance. From the walls and ceilings hang a varied assortment of chandeliers and wall fixtures of varied shapes and designs, the majority being for electric lighting, while many are combination fixtures, which are fitted to burn either gas or electricity. All are connected so that any individual pendant or bracket can be shown by itself, all others being dark, the firm working on the principle that all windows in the rooms should be completely darkened so that only artificial light is used, and the customer, therefore, is able to see the various types of lights by themselves and being able to judge the amount of light each will give.

Shelves around the walls contain samples of glass globes and shades, while cabinets are used to hold blue prints and catalogues illustrating various designs of large fixtures and rooms lighted by a series of pendants or fancy table fixtures.

In addition to this showroom, McDonald & Wilson have a room devoted exclusively to gas fixtures and accessories, and a series of three beautifully furnish-

ed showrooms fitted with drawing room, reception room, library and dining room fixtures, all being darkened, and each fixture being connected, allowing its display individually. Three other rooms are in course of preparation, and when completed, will make a series of showrooms equal to any in America.

This firm manufacture their own fixtures, wholesaling them to plumbers and hardwaremen throughout the country. Any dealers who write them for information, will kindly mention Hardware and Metal.



Show-Room for Gas and Electric Light Fixtures.

### Artistic Glass Shades.

There are few industries which have been more influenced by the training given in schools of art throughout the country than that of metal work for interior lighting, either electric or incandescent gas, but while great taste has been displayed in designing the metal, the whole scheme has often been upset by the glass shades, etc., being entirely out of character.

We are pleased to learn that at least one firm, John Walsh, glass manufacturer, of Birmingham, England, has devoted special attention to bringing out designs suitable to the artistic metal work, and with most gratifying results, as makers of electroliers, etc., find

that as the glass is the first to catch the eye, it is absolutely essential that this must be good, or the beauty of their metal work is not recognized.

### New Machines for Ontario Power Co.

The Westinghouse Electric & Manufacturing Co. has closed a contract with the Ontario Power Co. for an alternating current generator with a rated output of 10,000 horse-power at 85 per cent. power factor. This is in addition to three other machines of similar type which the Westinghouse Company is furnishing for this plant. The generators are of the revolving-field, two-bearing type, designed for direct connection to water-wheels; they generate three-phase current at

12,000 volts and 25 cycles, and run at a speed of 187 1-2 r.p.m. Among other apparatus included in the contracts are twelve 300-kw oil-insulated water-cooled transformers, wound for 12,000 and 60,000 volts; two 375-kw exciters, and complete switchboards. P. N. Nunn and L. L. Nunn are engineers in charge, and the plant is being built by the Niagara Construction Co., of which General Francis V. Greene is president. F. B. H. Paine, late of the Westinghouse Co., has joined the Construction Co. to carry out this work.

### Wireless in Montreal.

For the first time wireless messages were sent in Montreal within the past



week. Stations were established in the Guardian Building, in St. James Street, and in another on St. Lambert's Hill. The Forest system was used, and was found to work entirely satisfactory, the messages coming through brick and stone walls as easily as through the open air.

#### Electric Fans for Stores in Winter.

Electric fans may be used to advantage even in Winter. Placed in show windows they will prevent frost forming on the glass except in the very coldest weather, and when set upon a steam radiator they will drive the warm air to any part of the room desired.

#### Electrical Notes.

H. H. Love, for many years in the bicycle business in Toronto, has joined the firm of Hyslop Bros., and will give his attention to automobiling in future.

The Automobile and Supply Company, Temperance Street, Toronto, are adding three stories to their building, and will install electric elevators to handle the automobiles.

The Dominion Coal Company have awarded a contract to the Canadian General Electric Company for the construction of a new electric power house. The Coal Company is changing its entire system of loading coal into vessels.

It is expected that active work will be commenced in the Spring on the Aroostook Power Company's operations at Aroostook Falls, and before another year the villages of Andover and Perth will probably be lighted by electricity supplied by the company.

It may be that wireless will enter almost every sphere of human activity, says the World's Work. In railroading there will be small excuse for collisions when an engineer can be overtaken between stations or when he can hear from a fellow-engineer on the same track long before the fatal curve is reached. Already London is trying a wireless fire-alarm system. Perhaps the device can even be made automatic by a thermostatically-controlled attachment.

The new electric lighting and power plant built by the town of Fenelon Falls at a cost of \$30,000 is now in running order, the preliminary test a few days ago being entirely successful. The work, which was begun early last summer, involved the construction of a concrete dam 200 feet long and with 24 feet head. The power house itself is of concrete blocks, and a 600 horse-power generator has been installed. The plant is built on modern principles and gives Fenelon Falls a distinct advantage in municipal ownership.



## Plumbing Markets



### THE NATIONAL ASSOCIATION OF MASTER PLUMBERS AND STEAM AND HOT-WATER FITTERS OF CANADA.

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Vice-President—Geo. H. Cooper.  
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President—S. Mellon.  
Secretary—T. H. Davies.

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Secretary—J. Thorpe Blyth.

#### LONDON.

President—B. Noble.  
Vice-President—Wm. Smith.  
Secretary-Treasurer—E. H. Russell.

### THE PLUMBING SUPPLIES MARKET.

#### Quebec.

Office of HARDWARE AND METAL,  
232 McGill street,  
Montreal, Feb. 24, 1905.

WITH the exception of the Maritime Provinces, where trade is hindered by the heavy snow storms, plumbers are preparing for the coming season by sending in orders of an appreciative character. An unusual feature of the trade this month is the fact that the orders being received call for a general assortment of articles. A large percentage of the orders do not call for shipment until after navigation

opens, or after the Summer freight rates take effect. American manufacturers of brass goods are withdrawing quotations, and the anticipation is for an advance in price. According to the latest reports, Canadian manufacturers of brass goods, iron pipe and enamelware will be heavily taxed to fill orders on time, as present indications point to an exceptionally heavy demand. As soon as milder weather sets in, trade in the Eastern Provinces is expected to brighten up.

**Range Boilers**—We quote: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Better orders are being received for lead pipe. We now quote: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—Prices remain the same. Our quotations are: Soil pipe, standard, 50 per cent. and 10 per cent. off list; standard fittings, 50 per cent. and 10 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 and 10 per cent. off.

**Iron Pipe Fittings**—Demand continues steady. Prices remain unchanged. Our quotations are: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Orders of a substantial nature are being received. Prices remain unchanged. We quote: Standard pipe, per 100 feet in length under 19 feet. Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 in., \$3.65; 1 in., \$5.20; 1 1-4 in., \$7.35; 1 1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1 1-4 in., \$10.05; 1 1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in., \$5.25; 1 in., \$7.55; 1 1-4 in., \$10.55; 1 1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1 1-4 in., \$13.25; 1 1-2 in., \$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent. discount, and 1-2 to 6 in., 70 per cent. discount.

#### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, Feb. 24, 1905.

PLUMBING supplies have been moving a little better during the past week, although a large percentage of the orders received have been for future delivery. Some large shipments,



however, have been made, despite the severe weather and the freight blockade on the branch lines. When Spring opens there will be a similar rush to last season, although many dealers have placed their orders early with instructions to ship at once, in order to have the goods on the ground when needed.

No changes are noted in the prices quoted, although there is a tendency to advance some lines.

**Lead Pipe**—Trade conditions are normal. Demand is increasing and prices remain steady. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—Quotations remain unchanged as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—No change has taken place in last week's quotations. The demand is improving. We quote: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—Trade is fair. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—The demand is steady while prices continue unchanged. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—The demand for pipe is steadily improving. Prices remaining unchanged. We quote as follows: Black, 1-4 inch, \$2.03; 3-8 inch \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1-4 inch, \$5.62; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86, 3-8 inch, \$2.89; 1-2 inch, \$3.14; 3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch, \$7.87; 1 1-2 inch, \$9.45; 2 inch \$12.60.

**Solder**—Prices are unchanged and the demand is fair. We quote as follows: Bar solder, half and half, guaranteed, is quoted at 18 3-4c; wiping solder at 16 1-2c, and refined 17 1-4c.

**Enamelled Ware**—The quotations on Standard Ideal enamelled ware remain as follows: Baths rolled rim 51-2 feet, 2 1-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D,

A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50.

### PUBLIC BUILDINGS.

Amongst the new votes for public buildings in the main estimates of the Dominion Government for 1904-5 are the following:

Ottawa—Dominion Archives building, \$30,000, Royal Mint, \$150,000; Victoria Memorial Museum and other buildings, \$180,000; addition to western departmental block, \$55,000.

Belleville—Armory, \$30,000.

Bowmanville—Public building, \$7,200.

Brantford—Drill Hall, additions and alterations, \$25,000.

Bridgeburg—Public building, \$16,000.

Chatham—Armory, \$55,000.

Cobourg—Armory, \$14,500; Dominion buildings, renewals, improvements, repairs, \$12,000.

Galt—Public building, alterations to postoffice fittings, \$3,000.

Guelph—Armory, \$40,000; public buildings, addition, \$5,500.

Hamilton—Drill Hall, addition, \$50,000.

Hawkesbury—Public building, \$13,000.

Kingston—Military buildings, barracks for Royal Canadian Field Artillery, \$20,000; military building, stable accommodation for field battery, \$5,000; Royal Military College, addition to drill hall, \$6,000; servants' quarters, \$8,000; stable, \$5,000.

London—Military buildings, magazine, \$3,000; new stores building, \$10,000; postoffice, addition to building and improvements, \$20,000.

North Bay—Public building, \$15,000.

Oshawa—Public buildings, \$21,500.

Ottawa department buildings—Steel drawers and roller shelves, etc., \$25,000; new coal shed, \$10,000; Parliament buildings, improvements in main entrance hall, renewal of sky-lights, windows, etc., \$10,000; pavement on Wellington street, opposite buildings, \$35,000.

Ottawa Postoffice—Restoration of burned building and addition of new stores, \$80,000; Government Printing Bureau, to replace the present wooden roof by a fireproof roof and raise the walls for one additional storey on main building, and two additional storeys on annex, \$30,000.

Peterboro'—Armory, \$30,000.

St. Catharines—Drill Hall, \$45,000.

St. Mary's—Public building, \$15,000.

Sandwich—Public building, \$15,000.

Simcoe—Public building, \$10,000.

Stratford—Armory, \$22,000.

Wingham—Public building, \$2,000.

Woodstock—Armory, \$35,000.

### THE PECK ROLLING MILLS.

A striking announcement appears elsewhere in this issue from that firm, The Peck Rolling Mills, Limited, regarding tacks. They stand for all that is reliable and first class, and their long years of experience, coupled with their excellent facilities for filling orders promptly and satisfactorily, combine to make them a most desirable house with which to deal. Mr. Esmonde Peck, the manager, has breathed new life into every department of this old-established company.

## CONDENSED MACHINERY ADVERTISEMENTS.

### YEARLY CONTRACT RATES.

100	words each insertion, 1 year.....	\$30 00
"	" " 6 months.....	17 00
"	" " 3 months.....	10 00
50	" " 1 year.....	17 00
"	" " 6 months.....	10 00
25	" " 1 year.....	10 00

### MACHINERY WANTED.

Items under this heading inserted free for readers of **HARDWARE AND METAL**

**STRONG Column Drill**—To swing about 36-in.; must be in good order and cheap; also a portable engine and boiler, about 10 h-p, Bridge Works, Mitchell, Ont.

**WANTED**—One second-hand clam shell digger, with traveling derrick, complete; and one second-hand locomotive, from 15 to 20 tons; must be in good condition. A. G. Creasor, Owen Sound

**WANTED**—A small Sawmill Outfit that will cut from eight to twelve thousand per day. John Thompson, McKellar, Ont.

**WANTED**—Slide Valve Engine for mill use about 24 x 30. Parry Sound Lumber Co. 74 Home Life Building, Toronto, Ont.

**WANTED**—One Matcher and Planer for flooring and ceiling. Imperial Veneer Company, Limited, Sundridge, Ont.

**WANTED**—One complete second-hand saw mill; stationary or portable; in first-class repair; from fifty to seventy-five horse power; give details, particulars and lowest cash price. The New Ontario Lumber & Tie Co., Savanne, Ont.

### MACHINERY FOR SALE.

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

**ONE second-hand gap lathe**; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

**ONE second-hand shafting lathe**, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

**STANDARD SCALES**, valves, trucks, steam specialties; W. I. pipe and fittings, machine tools, mill supplies, scale repairing a specialty; prompt delivery from stock; write for prices. The Fairbanks Co., Toronto.

**MACHINERY for Sale**—Two large die presses; one large iron drill; cheap for immediate sale; in first-class order. United Factories, Limited, 164 Adelaide West.

**FOR SALE**—Factory on Lachine Canal, Montreal, equipped for felt hat manufacturing, but utilizable for any other purpose; for sale with or without machinery; water power is four hundred inches, increasable to one thousand inches; new American 48-inch wheel; shipping by rail and water; exceptional opportunity. H. Laurencelle, 230 McGill Street, Montreal.

**ALTERNATING Motors and electrical machinery**—all sizes, for power and light. Jones-Moore Electric Co., Limited.

**BRICKMAKERS**—Write for particulars of our open-air and exhaust steam dryers, trucks, automatic cutting tables, disintegrators. Bechtel Bros., Waterloo, Ontario.

**GYCLONE Dust Collectors and planing mill exhaust fans**; complete installation. Sheldon & Sheldon, Galt, Ont.

**ELEVATORS for Freight and Passenger service, dumb waiters and fire escapes.** Parkin Elevator Co., Hamilton, Ont.



# DOMINION WIRE MANUFACTURING CO.

MONTREAL

AND

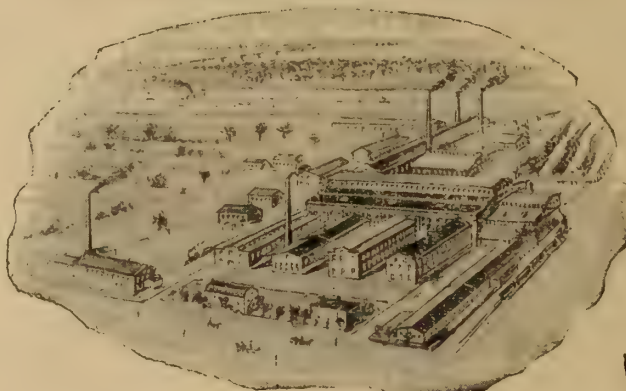
TORONTO

LIMITED

WE MANUFACTURE ALL KINDS OF WIRE

BARB  
WIRE

Wire Nails



GALV'D  
WIRE

Wood Screws

Bright Wire Goods, Jack Chain, Coat and Hat Hooks,  
Cotter Pins, Staples,

Steel Wire Barrel Hoops.

MADE IN CANADA

## SAVE FIRE INSURANCE



Write for folders and prices  
on our new

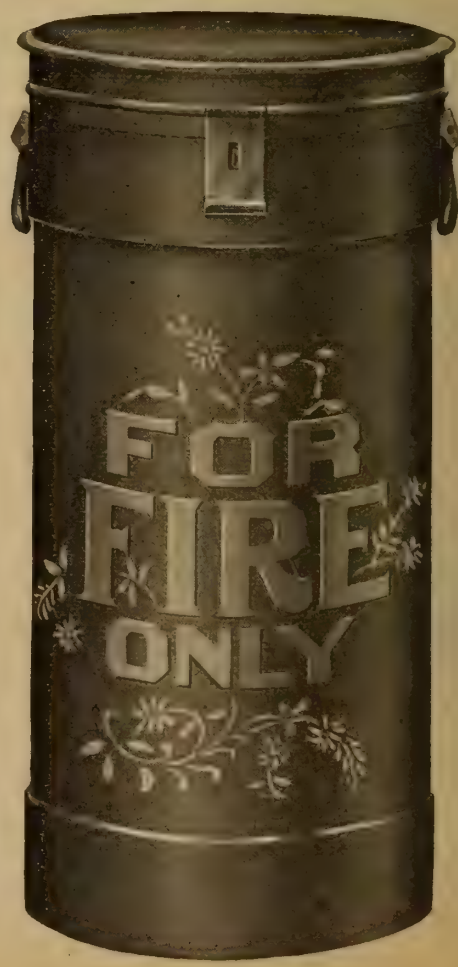
## "Famous Fire Bucket Tank"

You should place one of these  
tanks in every large building in  
your town.

The

McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg,  
Vancouver, St. John, Hamilton.





# HARDWARE AND METAL

President:  
**JOHN BAYNE MACLEAN,**  
Montreal.

## The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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### EXTENDING OUR USEFULNESS.

IN accordance with the policy of the publishers to make Hardware and Metal of the greatest value to its readers and to still further merit the many complimentary expressions telling how the paper is appreciated, further additions and some slight alterations are being made in the reading matter commencing with this week's issue.

The metal markets, that have hitherto appeared with the hardware markets, have been arranged together in a department which is devoted to the latest metal news, and items of interest to metal users and manufacturers. This will give readers the metal situation and all passing information connected therewith in one part of the paper, rather than have it appear in different places. A building and construction department has been added, and this will be devoted to methods of building and

construction, paragraphs of interest to builders and contractors such as contracting and builders' supplies, roofing materials, structural metal, cement and concrete work, as well as all news along that line.

It is anticipated that this addition will extend the usefulness of Hardware and Metal to its readers and advertisers and make it of even greater value than it has been in the past.

### THE WESTERN HARDWARE CONVENTION.

IN every respect the convention last week of the Western and Manitoba Retail Hardware and Stove Dealers' Associations, was a striking success. It was hard to believe that so much had been accomplished in the short period of six months, and it is safe to say that not even the Executive expected a meeting so large in numbers and so thoroughly harmonious and enthusiastic. From the opening meeting in the afternoon until the close late at night, not one discordant note was struck, but all were united in supporting the Executive in their efforts to attain common ends.

A feature of the convention, which was in itself a striking tribute to the importance and strength of this young Association, was the presence at the evening meeting of the Winnipeg jobbers and representatives of Eastern wholesale interests. Members from city and country had grievances to present for the consideration of the wholesale trade, and, as Hardware and Metal has always contended would be the case, the Association found the wholesale men anxious to understand what grievances were complained of, and more than willing to meet their retail friends half way. It would be difficult to overestimate the benefits which must result from a friendly discussion of mutual interests by retailer and jobber. Herein lies one of the chief benefits of an Association.

The evils of the credit system as it exists in the West were discussed in an interesting fashion by J. H. Ashdown, Hyman Miller and G. F. Stephens, and our readers are referred to the full account in our news columns for their remarks. The speakers were all most emphatic in denouncing the present state of affairs, and they pointed out that a failure of crops in any section would be a

serious matter for the trade when so much money was on their books. During the same week, the Retail Merchants' Association of Western Canada, meeting in another hall in Winnipeg, discussed the same question and proposed a remedy as one of the planks in a platform upon which they propose asking the retailers of the West to join them. Their remedy is the closing of all accounts on the first day of November, and the refusal of credit until the first day of May. It is generally felt that, in the present state of the country's development, a strictly cash system is not practicable, but the general opinion of the convention seemed to be that a compromise might easily be effected. This remedy is a compromise providing for six months' credit and six months' cash. In order to be completely successful, it is necessary that the great majority of merchants in all branches of trade join in a general movement, and Hardware and Metal would suggest the advisability of the two Associations joining hands in an effort to shake off some of the burdens of the credit system.

The Hardware Associations are to be congratulated upon the re-election of their old officers. There was no doubt that the members were anxious to re-elect President J. A. Lindsay, but in well-informed circles it has been known for some time that he was anxious to retire. It would have been a misfortune had he done so at this time, and general satisfaction was expressed at his acceptance of another term of office. President Falconer, of the Manitoba Association, has also been an enthusiastic and capable officer, and the Association is fortunate in retaining his services. The Associations have been fortunate in their officers, and to their enthusiasm is due very much of the success which has attended the movement.

### AT IT AGAIN.

ONCE more that "cute Canadian" advertising solicitor has cropped up in Birmingham. Our readers will remember him and his methods. They have both been pretty freely denounced in these columns in the past.

It is a shame that one man should be undoing the good work that Canadian agents and reputable trade papers have been doing to build up trade between



England and Canada. Both he and the paper he represents must be severely condemned. They are a disgrace to Canadian journalism.

Here is the latest story from the columns of the Birmingham Gazette and Express:

Forty-five Birmingham manufacturers met in the Cosmopolitan Club and spent an hour in comparing notes concerning a Canadian visitor, whose pilgrimage to Birmingham has left mingled memories. A brilliant bird of passage, the Canadian offered traders a quick way to fortune by advertising in a Canadian journal associated with commercial interests.

He brought a list of firms who were said to be longing to be in communication with Birmingham, and he took away signed contracts for big announcements in the paper from about 200 houses. Many of the latter, on sending catalogues to Canada to the addresses given, received a large percentage of them back through the dead letter office.

Yesterday all were concerned as to where the distinguished looking stranger is to be found.

Announced as "the celebrated Dr. —," the visitor explained that he had come to England to consult a specialist about a kidney trouble, and incidentally hoped to do something while over here to stimulate trade between the Mother Country and the Dominion of Canada. At this point the list of firms was produced, the stranger would produce a blue pencil, and rapidly sketch a map on a piece of blotting paper, showing the places where goods such as those manufactured by the firm he was visiting were urgently wanted.

The visit usually concluded by the doctor taking an order for a year's advertisement, and predicting that the advertiser would be compelled within a few years' time to double the size of his factory.

"You will probably come to look on this visit," he told one gentleman, "as that of a guardian angel, and bless me to the last of your—I hope many—prosperous years."

So far from orders having poured in upon Birmingham in embarrassing quantities, not one of those present was able to trace a single customer to the "guardian angel." A commoner experience had been to receive a postcard from the Canadian firms to whom price lists had been sent on the "angel's" recommendation, somewhat to this effect:

"Thanks for your catalogue, but we have never any need to use the description of goods you specify."

The journal named actually exists, is published in Montreal, and is filed almost solely with Birmingham and West Bromwich business announcements.

The dilemma of those present yesterday was whether they could now resist liability for the contracts given to the swell from across the Atlantic, who was stated to be the paper's "European editor."

The actual editor of the journal, it seems, has an admirably free and easy way of dunning his Birmingham clients for money. Occasionally the editorial "we" is dropped with delightful naivete, as witness the following specimen:

"We should feel obliged if you would send your promissory note as I am largely engaged in building operations which are taxing my finances to the utmost."

After a long discussion on the legal bearings of the matter the meeting decided on combined resistance to the demands for payment now being presented. It is probable that more will be heard of the matter.

#### GOOD LINE FOR RETAILERS.

THE increasing number of small towns and villages where electric lighting systems are being installed, and the large percentage of these plants which are owned by the municipalities, draws attention to a side-line which some progressive hardware men are developing and which others can give some attention to with advantage to themselves.

Where electricity is used for lighting the streets of a town, it is only a question of time before it will be used to light the houses, and where houses are lighted by electricity, there is a good opening for the hardware merchant or the plumber to work up a good trade in electrical supplies—not merely the incandescent lamps, wiring, etc., but the globes and the fancy chandeliers, brass fixtures, etc., required for the parlor, and the students' lamps, etc., for the library.

These goods are essentially lines which belong to the hardwareman or plumber, and while it is natural that municipalities should take over and operate branches of industries which are commonly used by all the people, such as the gas, water and lighting systems, the day has not arrived when the town councils should go into the retailing of lamp fixtures, etc. "What the people

collectively use they should collectively own," is a good doctrine, but it does not include the lines we have enumerated.

In talking with a large manufacturer of electric lamp fixtures the other day, Hardware and Metal was informed that hardware merchants were amongst their best customers. In some towns the councils commenced retailing lamp fixtures, but on the protest of the retailers, these lines were dropped and taken over to the hardware dealers. In some cases the electricians who do the wiring are employed by the municipality, but where the local dealer has sufficient work he employs his own men to do this work.

It is not necessary to outlay a large sum of money for stock, as much of the business can be done by catalogue and a small assortment of fixtures, globes, shades, etc., will answer the purpose. The feature of the line is that when an order is received for installing a lighting system in a house, the job is worth a good tidy sum, thus allowing a fair margin for profit. There is no reason why, with a little enterprise, this branch cannot be made one of the best paying in the local dealer's business.

#### INFERIOR GOODS.

THE charge which comes from London, England, to the effect that Canadian goods landed in Great Britain are found inferior to sample, should be investigated. It is not the first nor the second time that similar charges have been made. If they are true, the fact should be known beyond all question. When this is done and the cause ascertained, the remedy could be applied and the Dominion Government should see that it is applied. Cables derogatory to Canadian practices have sometimes their source in the correspondents of United States newspapers, but the particular charges which have just been made have their origin with the correspondents of the Canadian Associated Press. We cannot, therefore, take refuge in the plea that they are actuated by the spleen of American correspondents.

Some of these charges are, no doubt, groundless, but they cannot all be so. There are, no doubt, manufacturers here and there who neither value their own reputation nor that of the Dominion. It



behooves the Government to provide the machinery to ferret out manufacturers of this type, and give them that publicity which, as a rule, is a cure for careless and dishonest business methods.

Canada cannot afford to have her reputation sullied by the acts of manufacturers who are either ignorant of what business means or are designedly crooked.

### WESTERN RAILWAY MATTERS.

IN the course of his able address to the Winnipeg Board of Trade Mr. H. W. Hutchinson, the retiring president, referred at some length to the transportation interests of the Canadian West. He pointed out that the railway companies operating in the Northwest are putting forth every effort to keep abreast with its development, consequent upon the steady influx of population.

During the year 1904 the Canadian Northern was busy extending its branch lines; 550 miles were graded and 413 miles of track were laid giving this company 1,758 miles under operation west of Lake Superior. These figures should be of interest to Eastern readers of this paper, with many of whom the Canadian Northern is only a name. Its work has been accomplished without the beating of drums and blowing of trumpets which heralded the advent of the Grand Trunk Pacific, but its importance as a transcontinental road will be as great as that of the better known but newer road. So quietly has the construction of the Canadian Northern been accomplished that it was not until the bold action of its management in securing its prior right to the site of the proposed new Union Station in Toronto that people in Eastern Canada really awoke to the fact that so much of a second transcontinental line had already been built. The Canadian Northern had been simply a name in the newspapers.

Retiring President Hutchinson also referred to the extension of the C.P.R. during 1904, pointing out that 197 additional miles have been opened for traffic and 75 miles have been graded ready for rails in the Spring, giving

this company 4,100 miles of track under operation between Fort William and British Columbia. Much money was also spent during the year in reducing grades, straightening existing lines and purchasing additional motive power and rolling stock rendered necessary by increased traffic. The progressive spirit displayed by the C.P.R. was ascribed by Mr. Hutchinson to the recommendations made by the second vice-president, William Whyte, who now manages the western system, a man thoroughly conversant with Western requirements, he has given a service to which even the Northwest farmer pays a grudging tribute.

The day following President Hutchinson's address, the Manitoba Grain Growers' Association met in convention at Brandon. Reports were submitted from the various branches of the association and the speakers were requested particularly to mention whether there had been any complaints in their section as to car shortages. To those familiar for years with the constant complaints on this score by the Manitoba farmers it is a pleasant surprise to know that only two delegates had any complaints to make and theirs were of shortage of the most trifling character.

Although not of the highest grade, the 1904 crop was a large one and it is evident that Mr. Whyte has succeeded in solving the problem which has so long been beyond the capabilities of the C.P.R. Because of the efficient service which he is giving, Second Vice-President Whyte is one of the most popular men in Western Canada.

### WIRE SITUATION.

MUCH comment is being advanced by those interested in the wire industry, upon the recent pressure made upon the Government at Ottawa to impose a duty on all wires entering this country free, and to increase the duty on the other varieties and sizes. If the subject of this article should materialize, and should it be a substantial increase, it will, beyond all doubt, materially strengthen the Canadian manufacturers. Under a new tariff the consumer would be the person, or persons,

most easily effected. Since the last revision of the wire tariff, galvanized wire, Nos. 9, 12, and 13, and barb wire have entered this country free of duty. These wires are used most extensively by the farmers for fencing purposes. The recent movements in the House of Commons are watched with great interest by these people. The Canadian manufacturers would probably consider themselves in a position to carry on the industry equal to meet the demand of the home market, if such a duty as that already mentioned was imposed. It is the opinion of some of the most prominent wholesale hardware merchants in Montreal that if an increase of duty should come into effect, American manufacturers could not compete with the Canadian manufacturers on the home market.

### PLUMBERS BEST HOCKEY PLAYERS.

THE James Morrison Brass Mfg. Co.'s hockey team has again won the championship of the Western Manufacturers' Hockey League, the deciding game taking place at the King Edward Rink on Wednesday evening between the Morrison boys and the John Inglis team, the former winning a hotly contested game by a score of 2 to 1.

Brilliant plays were numerous, and the game was one of the most strenuous seen in Toronto this Winter. At half time the score was 1 to 0 in favor of the plumbers, the goal having been secured by Fred Morrison on a pass from R. Hortop. Shortly after half time Evans scored for the Inglis team, but the score did not remain a tie for long, as Hortop soon planted the puck between the sticks on a pass from G. Howard of the champion Morrisons. Mr. W. Hancock acted as referee very acceptably, and the line-up of the teams was as follows:

James Morrison—Goal, T. Howard; point, W. Morrison; cover, Hewitt; forwards, Hortop, F. Morrison, Scott and G. Howard.

John Inglis Co.—Goal, Campbell; point, Paton; cover, A. Laing; forwards, J. Laing, Williams, Evans, Curtis.

The game clinches the hold of the Morrison team on the championship, and gives them ownership of the cup for another year. They still have two postponed games to play with the Jones Bros. and C.P.R. teams, but these will either be defaulted or won by the champions. The record is as follows:

	Won	Lost	To Pl.
Jas. Morrison .....	6	0	2
John Inglis .....	4	2	2
Jones Bros. ....	2	2	4
J. T. Brown .....	1	4	3
C. P. R. ....	0	5	3



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 62.)

## QUEBEC MARKETS. Hardware.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 24, 1905.

A SLIGHT improvement is noticed in the Ontario and Western Canada markets which is probably caused by the abating of the recent snow storms. Trade in Quebec and the Maritime Provinces is still backward. No changes are noted this week. Everything is steady with firm prices. No further decline is noted in lanterns, and it is expected that prices have reached their minimum. The wholesale houses, who make a specialty of horseshoes and horsenails, are receiving some large orders. Sales of these two articles are far in advance of former years. It is probably that wire will be scarcer this year than it has been for some time. The strong demand which is developing in the Southern States is thought to limit the export of the American manufacturers. It is estimated that 50 per cent. of the orders received are for future shipment. Sporting goods for future shipment have a good inquiry, and large orders are being booked.

**Axes**—A good demand continues with an unchanged price list. We quote: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—The new list quotes a higher price, but to offset this wholesale hardware merchants are offering larger discounts. Our quotations are now: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—A better demand has originated. Prices continue unchanged. We quote: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—Cutting of prices is quite prevalent and it is difficult to quote exact figures. Rumors state that some orders booked call for a figure as low as \$3.90 for Cold Blast. Our quotations are: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—A better demand is current. Prices are firm. Prices f.o.b. Cleveland have declined from 12 to 15c. Our quotations are: \$2.75 for 100 lbs. f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—Orders are arriving more freely. Prices are firm. Quotations are: \$2.65 per 100 lbs, keg for bright, and \$3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—A good trade continues in rivets and burrs. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half pound boxes.

**Screws**—Some large orders have been booked recently. A good demand is current for all sizes. We quote: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Trade conditions continue unchanged. A better arrival of orders is noted.

**Wire Nails**—Prices are firm and an advance is likely to occur. Our quotations are as follows: \$2.25 a keg f.o.b. Montreal.

**Cut Nails**—A better demand for cut nails is current. Prices continue unchanged although firm. Our quotations are \$2.20 a keg f.o.b. Montreal.

**Horseshoes**—Large orders are being received. Prices continue unchanged although firm. We quote as follows: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—Trade is brisk in horse nails and it is expected that blacksmiths throughout the country are stocking.

**Sporting Goods**—A quietness in trade is noted this week and no large sales are expected to be made until the hunting season opens next Summer. Our quotations are as follows: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs; chilled, \$7 per hundred lbs; buck and steel, \$7.50 per hundred lbs; ball, \$8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—A general demand of a strong character is prevalent. It is expected that this demand will continue until the conclusion of the building season.

**Cordage**—Cordage has a better demand this week. Prices are unchanged.

**Cement and Firebrick**—Trade has become quiet again and is expected to remain so until Spring. Prices continue unchanged. We quote the following: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.35 ex cars; Canadian Portland, \$1.90 to \$2. Firebrick, English and Scotch, \$18 to \$22; American, \$30 to \$35.

**Coil Chain**—Trade conditions continue unchanged. We quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth**—A larger number of orders have been booked during the past week. Our quotations are \$1.50 per hundred square feet.

**Poultry Netting**—Reports state that there is a large demand for poultry netting this week. Discount for 2 inch 19 gauge standard, extras at 60 and 5; for 2 inch 16 gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—A better demand is noted. We quote as follows: No. 5, \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.

## ONTARIO MARKETS.

Office of HARDWARE AND METAL,  
10 Front street east.  
Toronto, Feb. 24, 1905.

### Hardware.

A N improvement is noted this week in the hardware markets, the soft weather having given a small impetus to trade and some fairly large orders having been received for delivery at once. Trade, generally, has been picking up, although both local merchants and travelers have been hampered by the heavy snow in the country districts. While little business is being done in the country stores, merchants realize that the rush of Spring trade will soon be upon them, and the wise ones are preparing to handle the business promptly by getting their stocks well in hand.

The cement market remains quiet, although the season for placing orders is approaching. The placing of the contracts for 15,000 barrels of cement at \$1.55½ by the city of Hamilton with an American company, and the closing of a contract for the supply for the city of Toronto by the Lakefield company, at an equally low figure, has not resulted in any change of prices. Cement is selling very low this year and as the Am-



erican sellers pay 12 cents per barrel duty, and high-freight rates, they must have little margin left, if any, when they undersell the Canadian manufacturers at the prices they are now selling at.

Prices remain unchanged:

**Lawn Mowers**—The demand is normal and orders are being placed.

**Guns and Ammunition**—There is very little demand at this season of the year.

**Washing Machines**—There is the usual demand.

**Chain**—The demand of chains continues brisk owing to large orders from lumbermen. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—Prices remain firm and trade is active. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices are unchanged and trade is good.

**Barb Wire**—Very little demand is met with at this season.

**Wire Nails**—Demand is normal. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—There is a fair trade being done. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—A very good demand for horseshoes is reported. We quote: "P. B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—No change in prices is recorded. The demand is brisk and the mills are loaded up with orders for several months ahead.

**Rivets and Burrs**—Trade is active and prices unchanged.

**Bolts and Nuts**—Prices have not advanced. The demand is very active, and the mills are very busy.

**Woodenware**—Business is normal and prices as before.

**Cordage**—Prices remain unchanged, the market being unsettled owing to foreign competition. Our quotations are: Binder twine, Blue Ribbon, 12 1-2c; Red Cap, 11 1-2c; Tiger, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; double lath yarn, 10 1-2c; single lath yarn, 10c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

**Cement**—An incident of importance in the cement market this week is the securing of a contract for 15,000 barrels from the city of Hamilton by the Cayuga Lake Company, of Ithaca, N.Y., the contract price being \$1.55½ per barrel, as compared with \$1.65 paid last year. For several years Hamilton has been purchasing its supply in the American market, the city buying the cement and supplying it to the various contractors. This year the Grey and Bruce Company, of Owen Sound, a new concern, quoted \$1.59, they being probably desirous of becoming known and securing a certain market for a large share of their output. Their price was too high, however, and the Americans again got the contract. The low price quoted will probably unsettle the market for some time as buyers will hold off placing their orders in the hope that an influx of American cement will drive down the prices still lower than at present quoted. As stated last week, however, there is little likelihood of prices dropping. Last week's quotations are unchanged as follows: For carloads orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—There is a normal demand for the various classes of firebrick,

prices remaining unchanged. We quote as follows: English and Scotch firebrick, 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—The market for building paper is improving, and some good-sized orders are being placed, preparations being made for a brisk season's business. As before, many of the orders are being placed for future delivery to Manitoba points.

**Coal**—The market is stiffening owing to the difficulties of transportation, only eight cars of coal having reached Toronto in one week. Spot coal commands a higher price, from 5 to 15 cents higher than the quotations below. Otherwise the prices remain unchanged as follows: Anthracite in cars at bridges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 1 1-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

## METAL MARKETS AND NOTES

THE following table, showing the world's lead output, was recently compiled by United States Consul Smith, of Victoria, B.C. It shows that Canada's production is comparatively low, while the United States leads the world in the production of pig lead. The production of the world, according to the latest reports obtainable, in English tons, during the years 1901, 1902, and 1903 was as follows:

Country	1901. Tons.	1902. Tons.	1903. Tons.
United States	260,059	259,780	266,691
Spain	166,792	174,936	172,521
Germany	118,862	136,703	141,558
Australia	95,000	104,000	93,500
Mexico	85,000	95,000	95,000
England	35,134	25,504	30,958
Italy	25,415	25,350	22,239
France	20,690	18,522	19,500
Belgium	18,444	18,050	20,015
Greece	17,502	13,840	13,075
Austria-Hungary	12,009	13,307	13,953
Turkey	2,200	3,622	7,493
Canada	10,300	8,335	8,121
Japan	4,000	4,000	4,000
Sweden	968	826	661
Russia	400	300	400
S. America	2,125	225	150
Africa and East India	100	100	165

Total .....875,000 902,400 910,000

The most notable news of the week at Rossland is the report of the finding of a new ore vein in the White Bear. It was found in an upraise being made from

the eight hundred to the seven hundred foot level. The ore is high grade, averaging \$25 per ton, and ten carloads of it was extracted, and sent to the smelter during the week.

\*\*\*

The St. Eugene mine, according to the Victoria Colonist, produced more lead in 1904 than the combined output of the silver-lead mines in the Kootenay country. Since May last, when the St. Eugene resumes operations 68,500 tons of ore were mined, concentrating 14,500 tons and making a profit of \$115,936. The lead bounty amounted to \$91,661.

\*\*\*

The annual meeting of the Britannia Copper Syndicate, Limited, was held in Vancouver last week, reports being presented showing the satisfactory progress of their development work and the erection of wharves, concentrating plant, crushing mill, power house and aerial tramway. The plant is expected to be in thorough working order by May next.

\*\*\*

Thirty-five tons of iron ore are being shipped daily from the Williams mine, the first iron mine in the immediate vicinity of Sault Ste. Marie. The ore is claimed to be of Bessemer quality, and it is predicted that within a short time Minnesota and Michigan ore will not be needed there. It is also announced that a second mine will be opened 25 miles below the Soo within a few days, the product to be used by the Lake Superior Ore Corporation.



## METAL MARKETS.

THERE has been a heavy movement in pig iron in the United States market during the past week, and prices are stiffening considerably. In structural material and plates there have been advances in price, while an increase is also expected in tin. No advances have been made on the local market, however, although the tendency is upwards. The rush in the American mills will make it impossible for them to fill any present delivery orders, and this will tend to increase the business given to the mills in this country. Business is firm, and while no abnormal conditions are present, comparatively large orders are being received daily. Tin has fluctuated during the week, but the net result has not changed. The demand for tin plates from the can and pail manufacturers still continues good, while the babbit metal manufacturers are sending in some large orders for zinc and lead. Although all prices are firm, no general advance is feared by the wholesale dealers for some time, as the largest utilizers have contracts which will not end for some six weeks.

## Quebec Metal Markets.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, Feb. 24, 1905.

**Pig Iron**—Prices are firm. The demand has diminished somewhat. We quote the following:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom," No. 1.....	17.50
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17.50
" No. 3.....	16.50
" No. 4.....	16.00
Londonderry.....	\$18.50 to \$19.00 delivered Montreal.
Glenarnock.....	20.00
Gartsherrie.....	19.25
Carnbroe.....	18.50
Carron No. 1.....	20.00 delivered Montreal.
" (special).....	19.00
Ayresome No. 1.....	18.50
" No. 3.....	18.00
Summerlee.....	20.00
Clarence No. 1.....	18.00
" No. 3.....	17.50
No. Cleveland.....	18.00

**Bar Iron**—Trade is quieter. An absence of the usual orders for future shipments is noted. We quote an advance on previous prices, the change being due not to an advance in price, but to a change from manufacturers' to jobbers' list. Quotations are as follows: Merchant bar, \$1.80; horse-shoe iron, \$2.02 1-2; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—This market is featureless. We quote the following: Colonial and Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Prices continue unchanged. We quote the following: Sleighshoe, \$1.90; tire, \$2; spring, \$2.75; tcecalc, \$2.55; machinery, iron

finish, \$2.05; square harrow, \$2; reeled machinery steel, \$2.75; mild, \$1.85; rivet, \$1.85, net cash thirty days.

**Cold Rolled Shafting**—Prices have become firmer, and a slight advance is anticipated. Our quotations are: Cold rolled shafting, 3-4 inch to 17-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—Only a fair amount of orders are arriving. Quotations are as follows: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized, 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—There is a fair demand with a steady market. The prices quoted being a minimum. We quote: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—There is no change in the market for galvanized iron, which continues steady. We quote: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—There is no change. Prices are firm at 9 1-2c.

**Sheet Zinc**—Sheet zinc continues firm, but without any advance. Quotations are: Case lots, \$7; small 32 1-2 to 33c.

**Tin Plates**—Manufacturers of cans and pails still continue to send in some large orders. We quote: Cokes, \$3.75; charcoal, \$4.

**Ingot Tin**—Tin is firm and prices are expected to advance. The price is now 32 1-2 to 33c.

**Ingot Copper**—This market is gradually becoming firmer: 16 1-4c to 16 1-2c; no concessions whatever being obtainable on these prices.

**Ingot Zinc**—A better demand for zinc is current. We quote: 6 3-4 to 7c.

**Pig Lead**—Lead has a better demand. We quote: \$3.50 to \$3.60, no concessions being obtainable.

**Boiler Tubes**—Prices continue unchanged. We quote: Highest grade soft steel, British and American tube, 11-2 inch, 8 1-2c; 2 inch, 8 1-2c; 2 1-2 inch, 10c; 3 inch, 12 1-4c; 3 1-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

**Scrap Metal and Old Material**—Metals and old materials, with the exception of old rubbers, are firm. The supply of old rags is limited, and good packing is difficult to obtain. As winter draws to a close it has been learned that a large surplus of old rubbers is still on the hands of the manufacturers; this has a depressing effect on the trade, and although no material change is noted this

week it is expected that a slight decline will take place shortly. Our quotations are: Heavy copper and wire, 12 3-4c; light copper, 11 1-2c; heavy red brass, 10 1-2c; yellow brass, 8c; light brass, 6c; lead, 3c; zinc, 3c; machinery cast scrap, \$14.00; wrought scrap, \$14.00; stove plate scrap, \$11.00; No. 1 country rags, 75c to 90c per hundred lbs.; old rubbers, 5 1-2c to 6c.

## Ontario Metal Markets.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, Feb. 24, 1905.

**Pig Iron**—Trade is quiet, although all the mills have plenty of orders. Prices are unchanged. We quote:

Middlesboro, f.o.b., Toronto.....	\$21 00
Hamilton, No. 1, at furnace.....	18 00
" No. 2, ".....	17 50
Midland, No. 1, ".....	18 00
" No. 2, ".....	17 50
Radnor, at furnace.....	27 50
Londonderry, at furnace.....	16 50 to 17 00

**Bar Iron**—There is a healthy and steady demand, prices continuing to stiffen. Quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—Tin continues strong and active, the demand being good and prices unchanged. Quotations are from 32 to 34c per pound.

**Galvanized Sheets**—The market is strengthening. Prices are unchanged.

**Tin Plates**—The market is active and prices firm.

**Canada Plates**—The market is improving. Prices are unchanged.

**Brass**—The demand continues strong, prices remaining unchanged. Discounts are 10 per cent.

**Lead**—The market continues firm, there being no change in prices. We quote: Pig lead, \$3.80 per 100 lbs; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—Continued activity is noted in zinc spelter. Quotations continue as follows: 7c per lb for foreign and 5 1-2 to 5 3-4c per lb for domestic.

**Copper**—The demand for copper ingots continues active. Prices remain as before. Quotations are as follows: Ingot copper, 16 1-4c per lb and sheet copper, 21c per pound.

**Antimony**—The market is quiet, and prices unaltered.

**Old Material**—Very little change has taken place in the market for old material during the past week. Copper continues very firm, while iron is beginning to move, many dealers preparing to unload their stocks as early as possible in the Spring. Prices are unchanged, and the general demand continues firm. We quote as follows: Heavy copper and wire, 12 1-2c per lb; light copper, 11 1-2c per lb; heavy red brass, 10 1-2c per lb; heavy yellow brass, 8c per lb; light brass, 6c per lb; tea lead, \$2.40 per 100 lbs; heavy lead, \$2.60 per



## PORTLAND CEMENT

DRAIN PIPES, CULVERT PIPES,  
SEWER BRICKS, INVERTS,  
FIRE BRICKS, FIRE CLAY,  
BUILDING BRICKS,  
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and BLOCKS.

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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THE "VANDA" BRAND

For all purposes requiring the best quality.

It is "deadflat," well galvanized, true to gauge and specially soft for working-up. We guarantee every sheet bearing our brand.

**C.F. JACKSON & CO., Limited**

Wholesale Merchants

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Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Sacks, Grain Bags, etc., etc

100 lbs; scrap zinc, 4c per lb; iron, No. 1 wrought, \$11; No. 2 wrought, \$3 to \$5; machinery cast scrap, \$14; stove-plate, \$10; malleable and steel, \$5; old rubbers, 51-2c per lb; country mixed rags, 65c per 100 lbs.

For Manitoba Metal Markets see page 40.

### UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Age, Feb. 23, 1905.

THERE has been a very heavy movement in pig iron in the Eastern markets. Steel makers in the Philadelphia district have bought fully 75,000 tons of basic pig iron at \$16 at furnace, deliveries in some cases to run well to the end of the year. Schuylkill Valley furnaces have also sold fully 25,000 tons of foundry iron in lots running up to 3,000 tons. In the New York market a leading pump interest has purchased about 5,000 tons, and other melters have bought. A large electrical company has taken some round blocks of foundry iron, Buffalo doing the bulk of the business. That producing centre has also sold to a group of malleable foundries fully 25,000 tons of malleable bessemer. In the Pittsburgh district a large manufacturing concern has purchased 21,000 tons of foundry and forge iron, 8,000 tons thereof from Southern makers on the basis of \$13.50, Birmingham, and 13,000 tons at about \$15.75, Valley furnace. Other distributing centres report an increasing interest, and the market is very firm. It has not yet, however, shown any actual advance over recent figures.

An interesting inquiry is for 21,000 tons of pig iron for the castings of another tunnel under the Hudson River.

It is understood that the United States Steel Corporation is again testing the market for additional supplies, the tonnage needed being estimated at about 40,000 tons.

Some large additional sales of steel rails have taken place. The Rock Island Company has contracted for 49,000 tons, the Great Northern and Northern Pacific have together taken 50,000 tons, and two Wisconsin lines 30,000 tons. There is additional tonnage of importance coming up, so that a fair amount of work for the rail mills for this year is assured.

Last week an advance was announced of \$2 per net ton on structural material and on plates.

It is understood that some of the leading interests were somewhat adverse to this action at this time, but the rise in raw materials during the past six months was presented as a strong argument by many makers.

The railroad equipment companies have been booking quite heavily lately, and a good deal of additional business is in sight. The Pennsylvania Railroad is buying 12,000 cars and a very large number of locomotives, and other systems are in the market. This is helping the plate mills, tube works and structural mills.

It is not probable that any advance will be made in tin plate until the end of next month. The sheet requirements continue

## Tinned Sheets Tinplates Canada Plates Polished Sheets

ETC., ETC.

FROM STOCK OR FOR IMPORT.

## A. C. LESLIE & CO.

509-512 Merchants Bank Building,  
MONTREAL.

Ask your customers

if they don't need new pumps.

If they do, sell them our

**Standard Anti-Freezing Pumps**

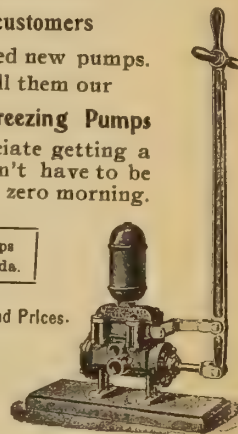
They'll appreciate getting a pump that doesn't have to be thawed out every zero morning.

McDougall Pumps  
—Made in Canada.

Write for Catalogue and Prices.

The  
**R. McDougall Co.**  
Limited

Galt, Ont.



## BAINES & PECKOVER TORONTO.

Ontario Agents for

**B. K. MORTON & CO.'S**

## "ALPHA"

**HIGH SPEED STEEL**

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**Crucible Cast Steel**

Large stock on hand. Send for Stock  
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## NOVA SCOTIA STEEL & COAL Co., Limited NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

**OPEN HEARTH STEEL**



heavy, but the buying of wire is limited at this time, as usual. It is expected, however, that the demand will again set in somewhere between the early part and the middle of March.

Eastern bar iron makers did not make any change in prices last week. The makers of steel bars, are, however, expected to meet next week, on which occasion some change in prices may be made.

### PITTSBURG METAL MARKETS.

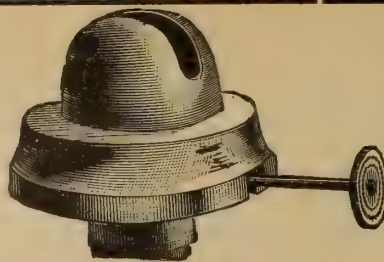
Iron Trade Review, Feb. 23, 1905.

**Pig Iron**—The order for foundry iron placed with Valley furnaces for second and third quarter deliveries developed an unexpected weakness, this iron having been placed on the basis of \$15.75 to \$15.85, furnace. The Southern market, on the other hand, is stronger to-day than it has been for some time, and no better than \$13.50 could be done on the 7,000 tons of this 22,000-ton order placed. The Virginia furnaces also showed their strength by adhering to \$14.50 or \$17.05, Pittsburgh, at which 4,000 tons were placed. Bessemer iron is somewhat stronger, and while small lots can be placed at slightly better than \$15.50, large lots cannot be placed below this price. At present 92 per cent. of the furnace capacity of the corporation is in operation. Forge iron is weaker and we note the sale of 500 tons at \$15.85, Pittsburgh. Basic is held at \$15.25, Valley furnace. We revise quotations as follows:

Bessemer, Valley .....	\$15 25 to \$15 50
Bessemer, Pittsburgh .....	16 10 to 16 35
No. 1 Foundry .....	17 00 to 17 25
No. 2 Foundry .....	16 60 to 16 85
Gray forge, Pittsburgh .....	15 75 to 15 85
Basic, Valley .....	15 10 to 15 25
Basic, Pittsburgh .....	15 95 to 16 10

**Steel**—Deliveries of steel from association mills are far below the new tonnage that is being daily received, and while the leading steel interests are doing everything in their power to fill the orders of the independent finishing mills and even at the expense of curtailing the steel supply of their own finishing departments, it is evident that steel must soon come from some other source to supply the shortage. Prompt billets are offered at a premium of \$4 a ton, and for second half delivery the leading mills are asking a premium of \$2. Prompt Bessemer and open-hearth billets are held at \$25, Pittsburgh, and sheet and tin bars at \$26 to \$26.50. Billets for second half delivery are held at \$23. Open-hearth rods are quoted at \$32 to \$32.50, and Bessemer at \$31.50.

**Plates**—At the meeting of the plate manufacturers held last week a straight advance of \$2 a ton was decided upon. This restores the price to that existing before the \$4 reduction made last September, and is the same as the price which maintained for over three years.

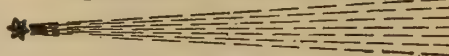


We manufacture  
**Banner Lamp Burners** (All Sizes)  
**Tubular Lantern Burners** "  
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 Also the  
**Banner Cold Blast Lantern**

Sold by all prominent dealers.  
 Write for catalogue and prices.

**ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT**  
 WALTER GROSE, Selling Agent, MONTREAL.

**GILBERTSON'S**



**COMET**

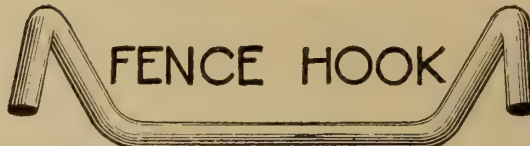
Agent: ALEXANDER GIBB, Montreal.

**Brand Galvanized Sheets**

Uncommonly good at an uncommonly low price. Every sheet guaranteed.

Makers: W. GILBERTSON & CO., Limited  
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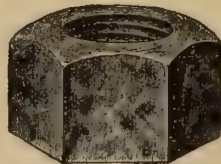
**GALVANIZED FENCE HOOK** FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING,  
 BARB and PLAIN FENCE WIRE,  
 OILED and ANNEALED, CLOTHES  
 LINE WIRE, STAPLES, etc.

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**THE JOHN MORROW MACHINE  
 SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,  
 Etc. Gold Punched Nuts of every variety of finish.

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**WINNIPEG.**

**SPRINGS**

AND

**SPECIALTIES IN  
 TEMPERED STEEL**



SEND SAMPLES OR SPECIFICATIONS FOR PRICES.

**THE WALLACE-BARNES CO., BRISTOL, CONN.**

**PAGE LAWN FENCE**

Indestructible, Handsome, Perfect. Only 20 cents per running foot.  
 Supplied by us or local dealer.

THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Toronto, Montreal Winnipeg, St. John.



**Structural Material**—Orders for structural material are being received in fair volume, the Riter-Conley Mfg. Co. having received an order for a building requiring 1,000 tons. The structural material for the Duquesne elevated of the Pennsylvania Railroad has been divided among three steel companies to insure quick shipments. The advance in structural material is \$2 a ton and went into effect Thursday, Feb. 16.

**Bars**—Little new business is being received by local mills in either iron or steel bars, although the specifications on the latter are very heavy. It has been strongly intimated that an advance of \$2 a ton will be made shortly in steel bars, one concern already asking this premium for prompt deliveries.

**Sheets**—The trade has been expecting an advance in black sheets, following the recent advances in blue annealed and galvanized, but none has yet been announced. On more than 60-day delivery independent mills are asking an advance of \$20 a ton owing to the uncertainty of steel market. New business is heavy and the outlook is for a tremendous tonnage this year.

**Wire and Wire Nails**—A further advance in wire nails is looked for almost any day. A heavy Spring trade is anticipated, and shipments from warehouses will be commenced shortly.

**Merchant Steel**—The shafting association has advanced all kinds of shafting two points. Demand is heavy, and owing to the increase in the price of steel this advance is justified.

**Old Material**—The market continues very quiet and heavy, melting stock continues to be offered down to \$16 and \$16.25. There is no improvement in cast scrap as none of the foundries are buying.

**Coke**—Shipments of coke from the Connellsville region, especially to the East, are improving, and the large stocks amounting to over 200,000 tons in the yards of shippers are being fast depleted. Prices are firm and furnace coke for prompt delivery is held at \$2.50 to \$2.60, and foundry at \$2.75 to \$3.25.

## LONDON METAL MARKETS.

From Metal Market Report, Feb. 21, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 47s. 10 1-2d. and Scotch warrants at 53s., making prices as compared with last week 1 1-2d. lower for Middlesboro and unchanged for Scotch warrants.

**Tin**—Spot Tin opened weak at £131, futures at £130 7s. 6d., and after sales of 120 tons of spot and 230 tons of futures closed easy at £130 15s. 0d for spot, and £130 5s. 0d for futures, making price as compared with last week £1 5s. lower on spot and 2s. 6d. lower on futures.

**Copper**—Spot copper opened easy at £68 3s. 9d., futures at £68 11s. 3d., and after sales of 400 tons of spot and 700 tons of futures closed firm at £68 6s. 3d for spot and £68 13s. 9d. for futures, making price as compared with last week 18s. 9d. higher on spot and 18s. 9d. higher on futures.

**Lead**—The market closed at £12 10s., making price as compared with last week 1s. 3d. higher.

**Spelter**—The market closed at £24 7s. 6d., making price as compared with last week 10s. lower.

## A FOREIGN TRADE SCHEME.

**I**N a report from the British Charge d'Affairs in Nicaragua, he describes a system by which German firms establish themselves in business, which should interest those Canadians who are reaching out for foreign trade.

"It appears that German firms, either singly or several firms, combined, choose some young man in their employment whom they consider suitable, and send him out to the country with which they wish to do business. This man receives a salary for the first few years, as well as a share in any profits that may be made; but in addition to this he is allowed to draw on them at his discretion for a considerable sum of money for advertising, traveling expenses, etc.

"His instructions are to settle himself modestly in the principal town, with the avowed intention of setting up a little general business for himself. If possible, he is to obtain regular employment until he is able to do so. He is then to give orders to the regular commercial travelers of all nations who frequent the place, for small quantities of the goods they usually supply there. In a year's time he is probably in a position to know what class of each kind of goods sells best, and the reasons for the preference. He has also noticed what improvements could be made, as well as all the details concerning packing, weight, color, quality, size, etc., that play so important a part in the sale of goods in foreign countries. During all this time he is constantly sending home to his employers samples of these goods, and explanations how to make them still more suitable to the market.

"In the first year the little store probably pays its way, and in two or three years it is not only making a profit, but a quantity of really trustworthy information has been obtained concerning the goods in general use in the country.

"During this time the goods are being produced at home, with the improvements recommended, so that the home firms are in a position to compete with any foreigners.

"Their representative then establishes branches in other towns, and the extension of the business simply depends on the capabilities and good fortune of the man employed. Sometimes factories are established.

"Men sent abroad under these conditions have a real incentive to work, as instead of being simply employees, they are working for themselves from the first, with the prospect of gaining a good and independent position.

"A further advantage in this system

## OUR SHEET STEEL PRESSED BRICK

Is an ideal covering, either for new buildings or improving old ones.

IT IS VERY EASILY AND QUICKLY APPLIED, GIVES PERFECT WEATHER PROOF PROTECTION, IS FIRE, LIGHTNING AND RUST PROOF AND COSTS VERY LITTLE.

Consider its fine appearance—its splendid enduring qualities—and slight expense—and decide to serve your own best interests by using it.

Fulllest details of information in our catalog.

**METALLIC ROOFING CO., LIMITED,**  
Wholesale Manufacturers,  
TORONTO, CANADA.

is that even if the man starts an independent business as soon as he is able, as so many Germans do, the connection still remains, and the knowledge gained, even in a few years, of the actual requirements of the country is worth the money expended.

"In the case of the complete failure of the man sent out, the loss need not be a serious one, if divided among several firms who have allowed a credit of a few hundred pounds each."

## CANADIAN TRADE INCREASING

**T**HE trade figures for the past seven months are not as encouraging as one could wish, nevertheless, indications of a revival are not wanting. The total imports for consumption were \$147,916,422, an increase of \$5,768,902, as compared with the same period of the previous year. The schedules in which the increases are shown are coin and bullion, \$4,085,899, and free goods, \$2,732,674. The increase in the value of free goods brought in denotes that manufacturing is brisk. Imports of dutiable goods show a diminution of \$1,049,674. Taking the figures for the month of January, the imports were \$18,063,708, as against \$17,472,980 for the same four weeks of 1904. Imports of dutiable goods fell off, but there was a gain of over \$400,000 in free goods. The export of domestic goods for the seven months aggregated \$125,240,493, being a falling off of slightly over \$10,000,000 contrasted with the same period of the year preceding. For the month of January only the decrease of exports is just \$263,147. Business has begun to pick up again. That is shown by the gain of \$343,361 in the exports of manufactures last month. The farmers and fishermen share the increase with the manufacturers. This is evident from the gain of \$316,008 in the value of animals and their produce, and of \$335,900 in the fisheries exports. Lumber and agricultural products exhibit a decrease.



## HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m. Friday, Feb. 24, 1905.)

Office of HARDWARE AND METAL

Room 515 McIntyre Block,

Winnipeg, Man.

UNDOUBTEDLY Winnipeg is now, and for some time must continue to be, essentially a distributing centre: for years to come, the East will manufacture for the West. But already there are indications that this state of affairs will not last forever. The Winnipeg City Council are considering a proposition to offer special inducements to manufacturers coming to Winnipeg, and capitalists are considering the advantages of manufacturing in Winnipeg for the Western trade.

In this connection, the recent visit to Winnipeg of George A. Clare, M.P., the president of Clare Bros. & Co., of Preston, Ont., is of special interest. Mr. Clare, after looking over the ground and inquiring into the possibilities of expansion in the Western field, has made final arrangements for the erection of a large foundry in this city. A site was secured a year ago by Clare & Broke, the Western representatives of this firm, on the west side of McPhillips street. A contract has now been let to A. A. Woodward & Co. for the erection of a large stove foundry. The area purchased is five acres, which leaves room for further expansion. This move by Clare Bros. & Co. is a sign of the times.

A visit was paid last week to the local branch of the Sherwin-Williams Co. by E. M. Richardson, one of the directors from Cleveland. Mr. Richardson is manager of the railway and marine department. This was his first visit to Winnipeg, and he expressed great interest in the prospects of Western Canada. Mr. Richardson left Winnipeg for Seattle after a short visit.

In another part of this issue will be found a full account of the proceedings at the annual meeting of the Retail Hardware Association. The few hardware men who have not already allied themselves with this movement would do well to read this report and consider whether in their own interests they can afford to ignore it.

The price list is practically unchanged this week. Turpentine is easier, and linseed oil has been reduced 5 cents.

**Wire**—Business in wire and fencing material of all kinds is becoming more active. Values are steady. We quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized	6 to 8
"	9 2 50
Plain galvanized	10
"	12
"	13
"	14
"	15
"	16
Plain twist	2 85
Staples	3 35
Oiled annealed wire	10 2 06
"	11 3 02
"	12 3 10
"	13 3 20
"	14 3 30
"	15 3 45
Annealed wires (uncoiled) 10c. less.	

**Horseshoes**—Business in horseshoes is very quiet at present. Values are steady. We quote:

Horseshoes, iron, No. 0 to No. 1	\$4 55
No. 2 and larger	4 30
Snow shoes, No. 0 to No. 1	4 80
No. 2 and larger	4 55
Steel, No. 0 to No. 1	4 70
No. 2 and larger	4 45

**Horsenails**—We quote list price and discounts as follows:

Horsenails, No. 4—1½ in., list price	0 48
" " 5—2 " "	0 32
" " 6—2½ " "	0 28
" " 7—2½ " "	0 24
" " 8—2½ " "	0 22
" " 9—2½ " "	0 20
" " 10—2½ " "	0 20
" " 11—2½ " "	0 20
" " 12—2½ " "	0 20
" " 14—3½ " "	0 20

Discounts on these prices are for "C" brand 40, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

**Wire and Cut Nails**—Rumors were current last week of an advance in wire nails, but this is not considered likely. Prices are firm. We quote:

Cut Nails—	Wire Nails—
2d 1 in.	1 in.
3d Fin. 1½ in.	1½ in.
3d 1½ in.	1½ "
4d 1½ in.	1½ "
5d 1½ in.	1½ "
6d 2 in.	2 "
8d 2½ in.	2½ "
10d 3 in.	3 "
20d 4 in.	3½ "
30d 4½ in.	4 "
40d 5 in.	4½ "
50d 5½ in.	5 "
60d 6 in.	5½ "
	6 "

**Screws**—Discounts are unchanged. We again quote:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.

**Nuts and Bolts**—Values are steady and trade is becoming more active. We quote:

Bolts, carriage, ¾ or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ¾ and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" small lots	2½c. "
Hex " case lots	3c. "
" smaller lots	2½c. "

**Rivets**—Discounts continue as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	20½
No. 12	33

**Coil Chain**—We quote again as follows:

Coil chain, 3-16 inch	9.25
" ¼ inch	7.25
" 5-16 inch	5.20
" ¾ inch	4.60
" 7-16 inch	4.45
" ¾ inch	4.30
" ¾ inch	4.10
" ¾ inch	4.30

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discount 60 per cent.

**Axe Handles**—We quote:

Axe handles, turned, s. g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60

**Files**—We again quote as follows:

" Arcade "	70 and 10 p.c.
" Black Diamond "	60 p.c.
" Nicholson's "	62½ p.c.

**Building Paper**—Trade is becoming very active; prices are steady. We quote:

Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67½c.
" tarred	80c.

**Ammunition, Etc.**—We again quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
Ammunition, cartridges, American R.F.	33½ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's and Kynoch's soft, 12 gauge	
black	15 00
chilled, 12 gauge	10 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb	6 25
Chilled	7 75
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" plain	75 and 2½ p.c.
" pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 p.c.
" Imperial	50 and 10 p.c.

**Cordage**.—Prices are firm. We quote:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 25
Lathyrn	11 25

**Axes**.—Quotations are:

Axes, chopping	\$ 6 75 to 12 00
" double bitts	12 00 to 18 00

**Solder**.—Quoted at 21c.

**Bluestone**.—Steady at \$5.75.

**Iron and Steel**.—We quote:

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 65
Spring steel	3 00
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Jessop	13 00

**Black Sheets**.—We quote again as follows:

Black Sheets, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

**Galvanized Iron**.—We quote:

Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 50
28 gauge	4 50
30 gauge or 10½ oz	4 75
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28	4 75

**Tin Plate**.—Trade is only fairly active.

Prices are steady. We quote:

tinplate, 10 charcoal, 20 x 28, box	10 00
" IX	12 00
" IXX	14 00

**Ingot Tin**—Quoted at 35 cents.



**Canada Plates.**—Prices are steady at former figures. We quote:

Canada plate, 18 x 21, 18 x 24.....	3 25
Canada plate, 20 x 28.....	3 50
Canada plate, full polished.....	4 00

**Sheet Zinc.**—Cask lots are quoted at \$8.25 per 100 lbs., and broken lots at \$8.75.

**Pig Lead.**—Quoted at \$4.50 per 100 lbs.

**Iron Pipe** — Trade has been active all winter. Values are steady. We quote:

Black iron pipe, ½ inch.....	....
" ¾ ".....	2 45
" 1 ".....	2 65
" 1 ¼ ".....	3 00
" 1 ½ ".....	3 80
" 2 ".....	5 50
" 2 ½ ".....	7 45
" 3 ".....	8 95
" 4 ".....	12 30

**Petroleum**—Since the decline noted a fortnight ago, prices have been stationary. We again quote:

Silver Star, per gal.....	20½c.
Sunlight.....	21½c.
Eocene.....	23½c.
Pennoline.....	24½c.
Crystal Spray.....	23½c.
Silver Light.....	21½c.

(In barrels f.o.b. Winnipeg.)

**Paints and Oils**—Turpentine is reported easier in tendency, but price of 84c. in barrel lots is the lowest quotation given, and it seems to be general. Linseed Oil has declined 5 cents. General business in paints and oils is commencing to show more activity. We quote:

White lead (pure).....	\$5 00 to \$5 50
Bladder putty, in bbls.....	0 02½
" in kegs.....	0 02½
Turpentine, pure in barrels.....	\$ 84
Less than barrel lots.....	0 89
Linseed oil, raw.....	0 50
Boiled.....	0 53

**Window Glass**—Prices continue very firm. We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2 25
26 to 40 ".....	2 50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4 00
26 to 40 ".....	4 25
41 to 50 ".....	4 75
51 to 60 ".....	5 25
61 to 70 ".....	5 75
21-oz. C.S., double, in 100-ft. cases—	6 30
26 to 40 united inches.....	7 35
41 to 50 ".....	8 40
51 to 60 ".....	9 45
61 to 70 ".....	10 50
71 to 80 ".....	11 55
81 to 85 ".....	12 60
86 to 90 ".....	14 70
91 to 95 ".....	17 35
96 to 100 ".....	

## PERSONAL AND TRADE NOTES.

Louis Grill, Hespeler, intends building a fine hardware store in that town.

Mr. Bennett, of the Aurora Hardware Co., called on the local trade this week.

Mr. John Bales, plumber, Oshawa, called on the Toronto jobbing trade this week.

Mr. Hendrie Leggat, of Wood, Vallance and Leggat, Vancouver, visited Toronto this week.

Mr. Frederick Nichols, of Toronto, vice-president of the Dominion Iron and Steel Co., was in Montreal this week.

There is an opening for a hardware store at Fort Coulonge, according to a correspondent in the Ottawa Citizen.

Fire did considerable damage to C. A. Parent's hardware store at Quebec a few nights ago, the damage being covered by insurance.

Mr. A. Lindsay, Inwood, is very ill with consumption of the throat, and has disposed of his hardware business to Thompson & Co.

S. H. Warnock, a Montreal hardware traveler, spent a week in the hospital at Moncton, N.B., having an operation performed for appendicitis.

Danford Roche is dropping the hardware line in his departmental store at Newmarket. T. E. York, of Waterford, has taken over the stock.

Robert McDonagh, Russell, Man., who has taken over a hardware business at

Frieser & Yost, and will add it to the tinsmithing department of their business.

George B. Morris, Guelph, one of the most progressive hardware merchants in Western Ontario, intends making considerable improvements in his store this spring.

Mr. James Munro, of the Munro Wire Works, Limited, a new enterprise about to be established in Winnipeg, has returned to Winnipeg from a trip through the East.

E. Simpson & Co., Moose Jaw, Assa., have disposed of their implement department to Doctor Bros., and will in future devote all of their attention to the building supply trade.

Captain Everett McDougall, of the hardware and ship chandlery firm of Douglas, Prouse & Co., Halifax, was



MONTREAL ROLLING MILLS SALES DEPARTMENT AND TRAVELING STAFF.

Standing from left to right—A. J. Wood, R. H. McMaster, J. H. Webber, Thos. Blaikie, J. A. James, F. J. Perego and James Dunlop.  
Sitting from left to right—H. M. Blaiklock, W. D. Taylor, J. R. Kinghorn (general sales agent), Wm. McMaster (general manager), George Boyd, A. H. Hough and G. D. Hatfield.  
On floor—Thomas Moore and A. F. Gingras.

Treherne, was given a rousing send-off by his friends at Russell.

Mr. B. H. Grindley, a member of the staff of Messrs. Revillon Freres, of Edmonton, was a visitor to the Montreal paint and oil trade this week.

Mr. J. H. Plummer, president of the Dominion Iron and Steel Company, who has been seriously ill at his home in Sydney, is rapidly recovering.

Mr. John Irwin, of Montreal, has left for Winnipeg, where he will represent Messrs. Henderson, Potts & Co., of Montreal, dealers in paints, oils, colors, etc.

Mr. F. H. Hopkins, vice-president and managing director of the Dominion Wire Rope Co., Limited, of Montreal, was in Toronto for a few days this week on business.

M. Weichel & Son, Elmira, Ont., have purchased the stock and machinery of

married on February 15 to Miss Putnam, of Maitland, N.S.

Mr. A. E. Kemp, president of the Kemp Manufacturing Co., of Toronto, was in Montreal this week on business in connection with one of his representatives who died quite recently.

Mr. W. F. Ireland, on leaving the Massey-Harris offices in Toronto to accept a position with the Sawyer-Massey Company in Hamilton, was presented with a handsome locket and chain by his associates.

Fire did \$200 damage to the Kerr & Coombes' Foundry in Hamilton a few days ago, the firemen stopping it before much damage was done to the McClary Manufacturing Co.'s stock, which occupied the second floor.

The flour mill at Weyburn, Assa., has been sold by the firm of A. R. Leitch &



**CONDENSED OR "WANT" ADVERTISEMENTS.**

**YEARLY CONTRACT RATES.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

**MANUFACTURERS' AGENT WANTED.**

**A**N English firm who make a specialty of brass tubing, all kinds; brass and copper sheets, German silver, rolled brass and wire, want an agent for Toronto and district. Address Box 209, **HARDWARE AND METAL**, Toronto. (tf)

**AGENCY WANTED.**

**E**NGLISHMAN is open to represent a few good firms in Canada (Ontario) for machinery, hardware, cutlery and specialties for manufacturers, farmers, &c. Address Box 25, **HARDWARE**, 88 Fleet St., London, E.C. (9)

**MANAGER WANTED.**

**M**ANAGER for heavy goods and shipping department in wholesale hardware house. Must have experience. Apply in own handwriting. Address Post Office Box 2315, Montreal. (8)

**BUSINESS CHANCES**

**T**HE LOCATORS — W. B. Herbert, general manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants Bank Building, Winnipeg.

**H**ARDWARE.—A three thousand dollar stock doing twelve thousand, in good Manitoba town, can be purchased with two thousand down, balance in real estate. The Locators.

**H**ARDWARE.—Stock seven thousand, store thirty-two hundred. Three thousand down, balance easy, in a splendid country. Write us at once for further particulars. The Locators.

**H**ARDWARE AND TIN SHOP—In Manitoba. Stock twenty five hundred. This town has three elevators and excellent facilities and territory to do a large business. We can arrange terms to suit you. The Locators.

**H**ARDWARE AND IMPLEMENTS—If you like this kind of business, enquire about this one. Stock turns over about five times a year and prospects are of the brightest. Ill-health is the only reason for selling. The Locators.

**H**ARDWARE—Stock fifty-five hundred, store thirty-five hundred. Town has five elevators and four flat warehouses, doing good business; excellent territory. Terms can be arranged to suit you. The Locators.

**H**ARDWARE—In Territories, stock of thirty-five hundred, clearing a like amount of profit. Each year doing twelve thousand. You should write about this. The Locators.

**O**UR new book is nearly ready. You should write for a copy. Address, The Locators, 63 Merchants' Bank building, Winnipeg.

**W**ORKING Partner wanted, with from \$600 to \$1,000, to take half interest in hardware and tinsmithing business. References required. Address Box 223, **HARDWARE AND METAL**, Toronto. (10)

Co to the Weyburn Lumber and Elevator Company. Of the old company Messrs. Jarrett and Leitch are leaving, and J. Adamson enters the new firm.

A new hardware store is to be opened in Innisfail, Assa., by Curry & Constantine. The firm members are Alex Curry and Frank Constantine, both well-known business men, the latter having had several years' experience in the hardware business.

F. E. Couse, formerly with Couse & Rougvie, Sarnia, but for the past year with Sanderson-Pearcy & Co., Toronto, as a traveler, has purchased a half interest in the painting and decorating business of H. B. White & Co., Walkerville, and will reside there in future.

The seventh annual meeting of the Ontario Wind, Engine and Pump Co. was held on Tuesday at the King Edward Hotel. The progress and welfare of the company was discussed, after which a dinner was given to the visiting representatives. In the evening Mr. F. W. Monteith, the retiring sales manager, was presented with a roll-top desk, an office chair, and a gold chain by the firm, and with a gold watch by the office, traveling and mechanical department.

Mr. Thomas J. Mullin, superintendent of construction for Allis-Chalmers-Bullock, Limited, Montreal, who was married in Cincinnati on Wednesday, was tendered a farewell dinner at the Engineers' Club, Saturday evening, by the staff of the head office. The chair was occupied by Mr. Alfred Collyer, and among those present was Mr. George Berg, manager of the Boston office of the Allis-Chalmers Company. During the evening Mr. Mullin was presented with a handsome set of carvers, and was also the recipient of a number of congratulatory telegrams from different parts of the country.

**BUSINESS CHANGES.**

**ONTARIO.**

**B**RECK & HALLIDAY, dealers in electrical supplies, Kingston, have assigned to John Geale, and a meeting of creditors was held on the 23rd.

Wilton & Turnbull, hardware dealers, Brussels, have dissolved partnership.

N. M. Cantin, proprietor of planing mill, St. Joseph, has sold his mill.

A. White & Sons, millers and lumber dealers, Orwell, were partially burnt out.

Louis Moedinger, sr., of Louis Moedinger & Son, hardware merchants, Sparta, is dead.

F. J. Watts, dealer in agricultural implements, Stratton, is consulting with his creditors.

Rogers Coal Co., Limited, Hamilton, have sold to S. Gillies, who will take possession April 1, 1905.

Cockburn & Son, saw mill, Sturgeon Falls, have dissolved, to be continued

under the style of W. A. & G. P. Cockburn.

**QUEBEC.**

Patrick Moynagh, roofer, Montreal, is dead.

J. B. Laroe, hardware merchant, Hull, has disposed of his stock.

N. Dinelle, roofer, Montreal, has been registered as N. Dinelle & Co.

A. Dufresne & Co., carriage makers, St. Dominique, have assigned.

Cournoyer & Gagne, painters, Montreal, have dissolved partnership.

Robitaille & Gagnon, blacksmiths, St. Hyacinthe, have dissolved partnership.

Mercure & Leblanc, contractors, Montreal (De Lorimier), have dissolved partnership.

Jos. Adelard Roy and Amede Roy have registered as Roy & Frere, lumber dealers, Grand Mere.

Trefle Hamelin and Chs. Ed. Hamelin, tinsmiths, Three Rivers, have been registered as Hamelin & Hamelin.

T. G. Hawthorne, has been registered under the style name of the Standard Tool and Axe Co., Three Rivers.

Alphonse Beaulieu & Didier David, painters and decorators, Montreal, have been registered as Beaulieu & David.

Flavien Bergeron and Gedcon Laliberte have been registered as Bergeron & Laliberte, proprietors of a saw mill, St. Flavien.

The building and machinery of J. N. Gignac, sash and door factory, Quebec, was damaged by fire, but he carried insurance.

D. M. Poirier & Co., plumbers and tinsmiths, Waterloo, have dissolved partnership, and L. D. Poirier and Felix E. Poirier are registered.

Simard & Frere, coal and wood dealers, St. Johns, have dissolved partnership, and Alfred Simard has been registered.

**NEW BRUNSWICK.**

The business of D. L. Noble & Co., lumber merchant, St. John, has been discontinued.

**MANITOBA AND N.W.T.**

R. Dreaver, blacksmith, Carberry, has sold to Marshall & McMillan.

H. G. Waby, hardware merchant, Holmfield, has sold to D. Bradley.

P. Schwartz, of J. & P. Schwartz, lumber merchants, Altona, is dead.

Lawrence & Richards, painters, Winnipeg, have dissolved partnership.

P. Provost, blacksmith, Nutana, has been succeeded by Provost & Ault.

Moody & Son, hardware merchants, Selkirk W., have suffered slight loss by fire.

Hunter & DeFehr, lumber merchants, Carstairs, have been succeeded by Carstairs Lumber Co.

Archibald McMillan, of Macdonald-MacMillan Co., Limited, railway contractors, Westbourne, is dead.

Red Deer Lumber and Brick Co., Limited, Red Deer, have sold their business to Cushing Bros., Limited.

**BRITISH COLUMBIA.**

Greenbow & Richardson, proprietors of saw mill, Peachland, have been succeeded by Richardson & Co.



## WIRE COMPANY'S ANNUAL MEETING.

THE Dominion Wire Rope Co., Limited, Montreal, whose head office is at 286, St. James Street, in the New Imperial Bank Building, held its nineteenth annual meeting on the 10th inst., when the following officers were elected for the ensuing year:

President—F. W. Fairman.

Vice-President and Managing Dir.—F. H. Hopkins.

Secretary-Treasurer—J. J. Rosev  ar.

Before the company was incorporated in 1886 the business was run by the late firm of Cooper-Fairman & Co., under the name of the Dominion Wire Rope Works; this important manufacture having been established in the year 1882, the works at that time being in the Old Grey Nunnery, 27 Normand Street.



MR. F. W. FAIRMAN,  
President Dominion Wire Rope Company, Montreal, Que.

As the name implies, the company manufacture all classes and kinds of steel and iron wire ropes, for all purposes, carrying a very heavy stock in their warehouse, which was formerly the original rope works.

The company acquired a large tract of land in the Parish of Lachine in 1900, and built thereon one of the most modern wire rope factories on this continent; adding to their already extensive plant all the latest and newest appliances for turning out cables of all kinds, and containing the greatest number of wires required to cover flexibility and durability, the range being from 1-16 inch to 3 inch in diameter.

The company in establishing their

works in the Parish of Lachine used the greatest care in selecting a site with the very best shipping facilities, so that their product can be forwarded over the lines of the Intercolonial, Canadian Pacific and Grand Trunk Railways, as well as having access to the Lachine Canal for receiving their raw product and shipping out their finished goods by water.

Their goods may be found in all quarters of the Dominion, as well as in Newfoundland and the Yukon, and it is very gratifying to know that within our Dominion we have such a progressive industry, which we feel should have the strongest support by all Canadian consumers.

## THE BICYCLE SITUATION.

THERE was a time in the history of the bicycle when prospective customers were plentiful and were always eager to call on the agent and talk business. Now that the keen edge of novelty has worn off, the bicycle requires some salesmanship and aggressive pushing just the same as any other marketable article, such as sleighs, carriages, sewing machines, stoves, etc. But because the conditions have so changed, the agent who has not the necessary push is losing business and is trying to tell himself that the bicycle business is dead. This is a great mistake.

There is no vehicle or means of transportation to-day as convenient as the bicycle, and in many sections of the country it is difficult to find any article that is in more common use. There are still many dealers and agents who sell nearly as many wheels as in the palmy days, but they do not do it by waiting for customers to come along and place the money in their hands and help themselves to the bicycle. The wideawake salesman always has an eye open for the prospective purchaser and long before the riding season opens will take advantage of every opportunity to talk bicycle as well as his other lines of business. This kind of a salesman will sell a large number of wheels with good profit, while the "dead ones" are wringing their hands and bemoaning that the bicycle business is not what it used to be.

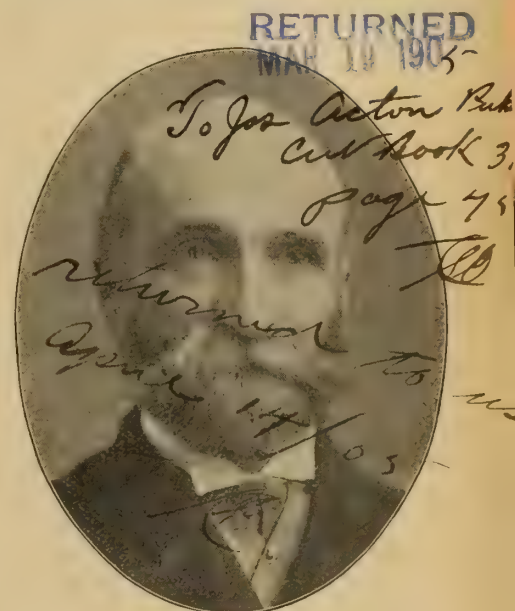
One means of helping the business that has been very successful with a number of dealers is to secure all the second-hand bicycles possible, for storage and repairs during the Winter. This gives them an opportunity to talk bicycle to these people when the riding season opens and this plan is followed with a good measure of success. We will recommend that every dealer adopt this

plan, as most bicycles may need more or less cleaning and overhauling which can be done to good advantage during the Winter months while the owner is not deprived of the use of it, and if a deal can be effected the second-hand bicycle is in good selling condition for Spring trade.

## ONE OF THE TRADE HAS PASSED AWAY.

MR. ROBERT CARLYLE JAMIESON, of the firm of R. C. Jamieson & Co., of Montreal, dealers in paints, oils and colors, whose portrait is noticed in this column, died at his home on Friday night, February 17.

Mr. Jamieson was well known among the business men of Montreal, and had been for years a Councillor of the Board of Trade. He was born in Glengarry in



MR. R. C. JAMIESON,  
Deceased, Montreal, Que.

1836. He left home at the age of 16 to teach school at Hawkesbury. In 1856 he came to Montreal, and two years later founded the firm of which he was the head up to the time of his death.

The funeral was very largely attended, a large number of the most prominent business men of Montreal being in attendance. Three of the sons, Messrs. W. L., R. H. and E. T. Jamieson, who have been connected for years with the company, and by whom its affairs have been administered during the father's illness, will continue the management.

Edouard Turgeon and Arthur Joannette, plumbers, Montreal, have been registered as Turgeon & Joannette.



## Trade Conditions in Birmingham

By H. B.

February 9, 1905.

THE Board of Trade returns for the month ending January 31 show a continuance in the improvement in trade which marked the close of 1904, and register an increase for the past month of imports, £1,633,940, and of exports, £1,308,299, a total increase of nearly three millions. That the Midlands of England are sharing in the return of the increasing prosperity of the country is clear both on account of the subsidence of distress amongst the "unemployed," as indicated by the closing of relief funds, and also by the much more sanguine reports which reach us from many quarters. But locally we are still far removed from what might be regarded as a normal condition of trade, and extreme caution is displayed by manufacturers in placing contracts for forward delivery. It is a healthy sign to find the brass trade, one of our staple industries, feeling the effects of a general recovery. This applies to large firms producing rough material for working up by makers of finished fittings, and also amongst makers of such articles. One of our foremost firms, more generally associated with best tinplate work, but which has lately been manufacturing best copper work, report an order for five thousand electric lamp fittings amounting to £5,000, and, indeed, makers of electric fittings may be said generally to be busy.

\* \* \*

Engineering firms, especially those devoting themselves to electrical equipments, are working over time, and manufacturers of all kinds of rolling stock and auto-motors are feeling the stimulus that the adoption of motor traffic by road and rail is giving to what is virtually a new industry. Makers of electrical fittings for business and domestic uses may also be accounted legion, and in this connection there is a growing demand for best English glass shades and globes. It was pointed out to the writer lately by one of the oldest local manufacturers of English glass "objets de luxe" that while in the past a private individual would pay £200 or £300 for the installation and fittings for electric lighting, his globes would be of dull,

cheap, foreign glass, while for a pound or two more brilliant well-cut English glass, or a better class of artistic coloring in fancy English shades, could be supplied. In these matters taste is improving, to the great advantage of British makers. The sporting gun trade is naturally quiet at this time of the year, but makers of better class guns and revolvers are finding an increasing outlet for their productions in the Canadian market.

\* \* \*

Several thousands of men are occupied in the two large military gun manufactories at Small Heath. One of these is the Royal Small Arms Factory, a Government depot; the other, the Birmingham Small Arms Co., Ltd., a public company celebrated also for the excellence of its bicycle fittings. Considerable difficulties have occurred in regard to the manufacture of the new army rifle, and while in the case of the one factory, quantities of guns have been recently returned for certain modifications, and the output has been limited, the announcement is now made that the Government factory is to be practically closed, or at best retained as a repairing depot. All this naturally unsettles a large contingent of bread-winners, and disorganizes a trade which is the mainstay of one particular district, and an important item in the industries of the city.

\* \* \*

At the time of writing a quieter tone pervades the iron trade of the district. This is probably due to the too sanguine view taken of the revival in trade which was noted in a former letter. Prices quoted for iron in your issue of January 28th are somewhat discounted. This setback is accounted for partly to the seething discontent on the Continent, and the check which the uncertainty of the political situation, and the obstacles placed in the way of commercial enterprise by the disturbed state of the Russian Empire, has given to exporting houses. Generally, it may be said that while orders for shipbuilding, rolling stock and engineering purposes are fairly plentiful, the building, bedstead, tube, cycle and agricultural trades continue depressed.

### A GOVERNMENT STAMP ENVELOPE NEEDED.

Editor Hardware and Metal:

I wish to take up a matter that has come to my notice lately, and that is

the necessity of a Government stamped envelope as used commercially in the United States. I lived "among them" for some years and returning to Toronto where I hope to make my home again, I find some things are done differently here compared to the other side and one is that I find here the "office boy" still wearing his tongue away "sealing envelopes" and "sticking on stamps." Now this work is reduced to a minimum in the States by the use of envelope sealers and the Government stamped envelope.

It was brought to my notice recently in this way. I called on the manager of a wholesale house to show him a circular issued by an addressing machine company, for whom I am agent, regarding their new device, which has a capacity of 200 per minute. He seemed interested in the machine but said "Why do they not get out a machine to put on postage stamps?" I replied "Why does the Government not issue stamped envelopes the same as they do in the States?" He replied, "You can buy stamped envelopes here." I said, "Yes, but not commercially as they do over there."

I suppose one can go to the post office and buy plain stamped envelopes, but the idea is to have them issued on some similar line as they do in the States. This is the way it was done by the company I was with about a year ago and I hardly suppose there has been any change since; the local post office has a schedule of prices showing price for one envelope up to thousands, also the different sizes and denominations. You state what size you want and the quantity, etc., and give the firm name and address and pay the cash or marked cheque for the amount of the order. The envelopes are ordered from Washington and you receive them in about two weeks. If any mistakes are made in addressing you keep the entire envelope and they are redeemed by the local postmaster once a month at face value of the stamp, so you are only out the envelope the same as you would be in any case where a mistake is made in addressing.

Just think of the saving of time to large houses in getting out their mail each day. Besides there is not the opportunity for dishonest office boys and others to take a few stamps each day or when they please, which can be done, and is done no doubt, no matter how careful one is in this department, as it will be almost impossible for one to



sell stamped envelopes with a firm's address printed on them and the stamp detached from the envelope is worthless. I find in some houses or offices where they still keep a list of every letter, invoice or statement that goes out and I suppose one purpose is to balance up the stamp account, but I should think if stamped envelopes were used it would save a great deal of this extra work, reduce the chances for "leakage" in the stamp department, not to say anything of the saving in time in getting out the mail daily. I do not see how large houses, corporations, banks and other large users of stamps in the States could ever be satisfied to go back to the old process of "sticking on stamps" and I believe up-to-date business concerns on this side will appreciate it if some similar way is adopted in Canada.

I do not know if this matter has ever been taken up with the Postmaster-General's department at Ottawa or not, but Sir William Mulock seems to be up-to-date and I should think if it is brought to his attention he will be willing to investigate.

I regret having to write at such length on this subject but wished to

take it up fully with you as I believe you will appreciate the proposition and perhaps can help "push it along."

Yours very truly,

READER.

P.S.—Regarding the cost, which I find I have omitted to refer to, I would state that we paid \$110.80 for 5,000 stamped envelopes with our business address in the corner. This envelope was about 6.5-8 inches long: the price for a smaller size was about \$107 or \$108, I cannot remember exactly, but the cost for the envelopes and the address was very little more if any higher than envelopes cost with the same printing on, but it would be an easy matter to get a price list from the other side.

#### ELECTRIC SWITCHING LOCOMOTIVES.

The great weight of storage batteries, which is so serious an objection to their use on passenger cars and smaller carriages, is an advantage on switching locomotives, as it gives necessary adhesion. Such a locomotive is being tested in the yards of the Prussian State railways. Among its special merits it claims that of being always ready and that of costing less than steam for ir-

regular service. The battery of 200 cells is charged once a day from a source of constant current at 110 volts. The total weight of the locomotive is 59,000 pounds, of which 22,000 pounds is the weight of the battery and 9,500 pounds that of the other electric apparatus.

#### MEXICAN SUBSTITUTE FOR RUBBER.

IT is announced by the United States Consul at Denays, Mexico, that a shrub called the guayule renders an extract possessing the appearance and qualities of rubber. This plant grows on the arid northern plateau of Mexico. Nothing worthy of mention has hitherto been done with this plant, probably because sufficient attention has not been drawn to it, or because of failure to find a satisfactory process of extraction. Within the past two years, however, New York rubber manufacturers have developed a process for the utilization of the plant. Under the name of the Anglo-American Company they have obtained a concession from the State of Coahuila, and are about to build a factory for the extraction of rubber from the guayule at Torreon.

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Great Britain and Ireland

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## HOLLOW-WARE

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ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware, and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The **Welsh Tinplate & Metal Stamping Co., Ltd.**  
LLANELLY, WALES



## PAINT, OIL AND BRUSH TRADES

### Glass Walls for Buildings.

**A**N architect in the State of Iowa has devised a method of using glass for the outer walls of residences and public buildings, which he believes to be superior in all respects to other materials. His system provides for a steel framework supported by brackets attached to the beams of the floors, in duplicate, making two walls of opalescent wire glass, the glass being set in the framework.

The glass walls are, approximately, a foot apart, making an insulating dead air space to prevent loss of heat in winter and prevent undue heat in summer.

This system of construction allows of any arrangement of floor plan, because windows are unnecessary. The exterior will admit of any style of treatment.

The glass wall is fire resisting to a practical degree. It has been demonstrated that wire glass will resist a hot fire, and though it would be unnecessary to replace it the fire damage would be local and easily repaired.

The inside treatment allows of a marble wainscoting half way to the ceiling, with glass over, so that wall space is available for desks, counters, shelving, etc., on all sides of a room. At the same time more light is produced than with windows.

The cost, compared to stone, terra cotta or brick, would be from a quarter to a third less for the outer walls.

### A Good Story from Paris.

**A** POLICEMAN on duty in the Boulevard des Capucines, Paris, recently, became aware of an individual, who, surrounded by a large crowd, was covering a lamp post with gold paint. The policeman spoke to him, but he continued his work conscientiously, until annoyed by the interruption, suddenly turned upon the policeman, and, with an air of dignity, exclaimed, "Be silent, fellow. I am the official gilder of the city of Paris, and it is my duty to gild all the lamp posts and public buildings in the city limits." The policeman was about to say something when the man looked at him with sudden severity, "You are also a public institution, and your appearance needs improving. It is my duty to gild you also. And he set to work at once with the same earnestness with which he had operated

upon the lamp post. When the outraged officer of the law, assisted by three comrades, had managed to drag the conscientious workman to the police station, he was discovered to be a master painter who had suddenly gone out of his mind.

### Waterproof Paint for Wood or Stone.

The following is recommended as being a cheap and efficient paint on both wood and stone: Melt twelve ounces of resin; mix with it thoroughly six gallons of fish oil and one pound of malted sulphur; mix some ochre or any other coloring substance with a little linseed oil, enough to give it the right color and thickness; apply several coats of the hot composition with a brush. The first coat should be very thin.

When an English journal tells about "petrol" it means gasoline; and "paraffin" is their way of saying kerosene, while spirits of wine means alcohol.

### Paint Importations.

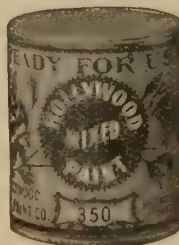
Paints and colors to the value of £57,685 were imported into Cuba during 1903; the figures are largely in excess of those for the previous year. The share of Great Britain was about 35 per cent. of the total, the United States being the chief competitor. There were also imported 41,692 gallons of varnish, four-fifths of which came from the United States. This, also, is a growing trade.

### Lubricating Oil Sponge.

Lazarus Silverman, Montreal, is offering the Canadian trade a lubricant of unique nature; it consists of 98 per cent. mineral oil and 2 per cent. vegetable sponge. It lubricates automatically and will not cake. The sponge need be replaced only about once a year, with an occasional supply of oil. It is adapted to both slow and fast shafts, and in a test, did not fire at 550 degrees Fahrenheit, a remarkable test. Further information would be readily supplied to the trade on request, by L. Silverman, Coristine Building, Montreal.

*"Not Merely Good, but the Best that can be Made"*

is Our Motto for



# HOLLYWOOD PAINT!

*Paste, Ready-Mixed and Floor.*

THE PAINT OF QUALITY.

IT WEARS ON THE JOB, NOT OFF IT.

The *Imperial Varnish*  
and *Color Co., Limited*  
TORONTO



## TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

# OILS = OILS = OILS

IMPORTED LINSEED,

Raw, Boiled or Refined

STEAM REFINED SEAL,

STRAW SEAL,

STRAW PORPOISE, CHOICE WHALE,

NEWFOUNDLAND TANKED COD,

GASPE COD

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## D. RATTRAY & SONS

Import and Export Commission

QUEBEC

MONTREAL

OTTAWA



Paint and Oil Markets

Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, Feb. 24, 1905.

**L**IGHT supplies and a heavy demand is the cause of the advance of two cents in linseed oil this week. Trade in all its branches has a better appearance. This Spring, prices are all firmer, and merchants, as a rule, are purchasing more freely. A good movement is noted in colors, varnishes and staples, and orders are being shipped in large quantities. The decline of one-half cent on turpentine this week is due more to a keen competition than any material change at the manufacturing points. The abating of the stormy weather has caused a freer movement. It is reported that shellac gum is arriving in larger quantities. Prices are easier, although no material decline is anticipated by the wholesale dealers. Ready-mixed paints still continue to be the main factor on the market.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels, 77c per gallon; 2 to 4 bbls., 76c per gallon; for smaller quantities than bbls. 5c extra per gallon is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Linseed Oil**—Raw, 1 to 4 bbls., 43c.; 5 to 9 bbls., 42c.; boiled, 1 to 4 bbls., 46c.; 5 to 9 bbls, 45c., f.o.b. Montreal, net 30 days.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, \$1.80; in tins, \$1.90: bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less

quantities at the rate of \$5.75 per 100 lbs; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—83-4 to 91-4c in wholesale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, Feb. 24, 1905.

**T**URPENTINE is billed to advance next week unless all signs fail, there having been a considerable advance already in England, and the Canadian supply being somewhat limited. Already the market is unsettled here, some firms having advanced the prices, while others are quoting the lower figures. Turpentine is also a trifle unsettled, no great change having taken place as yet, however.

Spring orders are lively, and some fair-sized orders have been booked for present delivery, the majority, however, being for future shipment. Everything points to a very large volume of business being done as soon as weather conditions permit an opening up of trade. Lead is firm and prices are steady. Last week's quotations are unchanged.

Word from Belgium is that there is no hope of a settlement of the glass strike until May at earliest. Local stocks will, therefore, remain low, orders given in 1903 still remaining un-

filled. Some small shipments are arriving, but not enough to increase the supply on hand.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be changed for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$4.50; ditto, in kegs of 100 lbs, \$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.  
**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 44 to 47c; boiled, 47 to 50c; 5 to 9 barrels, raw, 46c; boiled, 47c, Toronto, Hamilton, London, Elora and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls, 77c; 2 to 4 bbls, 76c; 5 bbls and over, 75c, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels,

People Buy Where They Are Invited

And continue to purchase where they are well treated. This is a pointer worthy of the consideration of all Manufacturers, Jobbers and Retail Dealers in business to stay and make money.

Through Trade Journals, Newspapers, and by generous distribution of printed matter, we are forever inviting the jobber, the retail dealer and the people to buy **CHURCH'S COLD WATER**

ALABASTINE

the wall-coating superior to all others in point of **DURABILITY**—because it is a cement, admits of repeated coats, and hardens with age; **GOOD LOOKS**—because the twenty beautiful tints and white in which it is made possess a lustre and brightness not possible to get with wallpaper, paint or kalsomine; **HANDY TO GET**—as Alabastine is stocked by leading jobbers; **CONVENIENT TO HANDLE**—because sold only in packages; **PROFITABLE TO THE DEALER**—because Alabastine is in demand, more of it is sold and used than all the kalsomines put together; **SATISFACTORY TO THE CONSUMER**—because the condition of the walls of any building is improved, is healthful, and made to look beautiful when coated with Alabastine.

Spring House Renovating time will soon be here. Is your assortment of colors complete? If not, ORDER NOW, from Jobber, or direct from

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# Waggon and Implement Paint

This line is ready for use, easily applied, will dry quickly, and with an exceedingly durable gloss finish. It is the most economical on the market for the class of work for which it is prepared.

Specially adapted for painting and re-painting Agricultural Implements, Waggon, Trucks, Heavy Vehicles, and Implements of Every Description. Blue, Red, Green, Yellow, Black. Gals., ½s, qts., pts. Send for Prices.

THE STANDARD PAINT & VARNISH CO., LIMITED,

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UNEXCELLED  
MEMORIAL WINDOWS.

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**PRIEST'S CLIPPERS**  
Largest Variety.  
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**ARE THE BEST.**  
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Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES.

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Our IMITATION FRENCH MEDAL  
GLUES are of such high class

and are so suitable for Export that we would like to quote you. Export trade  
in this line is growing rapidly, and we pack in casks or cases as preferred.  
Quality unrivalled.

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Our Distributing Centres keep down your freight charges and give a speedy delivery

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Paint that Paints  
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for houses, inside and outside.

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## Poor Paint Poor Policy!

Examine the label carefully. If the package of paint bears the name of the **Canada Paint Company** it is first-class in every respect. Note carefully and ask your jobber to procure the manufactures of the :: :: ::

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PAINT  
COMPANY,**  
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**Paint and Varnish** for every purpose is made by the **Canada Paint Company**. Each tin is guaranteed to be the best procurable. Buyers are requested to insist that each package bears the name of the :: :: ::

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PAINT  
COMPANY,**  
Limited

\$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 81-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

### Window Glass.

MONTREAL.

Conditions among the Belgian manufacturers continue unchanged. Small quantities are being steadily exported. Despite the fact that glass is going to be scarce before the demand diminishes during this approaching building season, the average retail merchant does not appear to be worrying. We quote: first break, fifty feet, \$1.70; second break, \$1.80; first break, 100 feet, \$3.25; second break, 100 feet, \$3.45; third break, 100 feet \$4; fourth break, 100 feet, \$4.25; fifth break, 100 feet, \$4.50; sixth break, 100 feet, \$5; seventh break, 100 feet, \$5.50; and eighth break, 100 feet, \$6; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 15 per cent. and from double thick is 33 1-3 per cent. Terms four months, and 3 per cent. discount 30 days.

### Petroleum.

**Refined**—Trade is reported to be very steady with indications that the coming season will be very busy. All classes of oil is meeting with a steady demand. Quotations remain the same: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

### Paint Mixing in Winter.

THE influence of temperature on the consistency of paint is not always sufficiently appreciated in the factory or the painter's shop, says an exchange. On the whole, the manufacturer is less liable to deviate from the standard of composition on account of differ-

ences in the consistency of his raw materials caused by variations in temperature than the painter is when the latter thins his paints himself, because the manufacturer works to a definite formula and uses the same relative proportion of the various ingredients Winter and Summer. The painter, on the other hand, mixes his paints by judgment only, his sole criterion being the ease with which the material can be spread with a brush, and this necessarily implies that the proportion of the various thinners varies according to the temperature and other local conditions.

What manufacturers have to bear in mind, however, is that if they send out in Winter a material compounded in a manner suitable for Summer use, or vice versa, there is a strong inducement offered to the user to tamper with the material. This fact is well known to makers of enamels and enamel paints, and at least one well-known firm of makers of a renowned specialty take the simple precaution of recommending their customers, should they find the enamel somewhat "stout," to stand the can in a pail of warm water before use. Simple advice surely, and calculated to save time and irritation in investigating those wearisome things, painter's complaints.

To make paint stick to tinware, scratch the surface of the tin with a piece of rough pumice or sandpaper, apply a coat of thin shellac varnish and then paint of the desired color. This will prevent the paint from shelling off.

### WESTERN MERCHANTS ORGANIZE

At meetings held in the Trade and Labor Hall, Winnipeg, on Tuesday, Wednesday and Thursday, February 14, 15 and 16, the Retail Merchants' Association of Western Canada was organized. It is intended that this association shall include all general merchants in the West.

A recommendation was passed unanimously in favor of all members rendering accounts in November and giving no credit from November to May, thus making half the year credit and half cash.

Officers were elected as follows: President, T. J. Lawlor, of Killarney; first vice-president, H. C. Hamelin, of Laurier; second vice-president, J. D. Bain, of Boissevain. The executive includes the following additional members: A. G. Munro, Morden; R. G. Alloway, Gladstone; W. C. McLaren, Souris; J. Brown, Portage la Prairie; R. F. More, Cartwright; E. Clinghan, Virden; H. McLaren, Weyburn; C. C. Sayle, Elva, and E. H. Glinz, Oak River.



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An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

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White Lead, Oils and Colors.  
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**Butler's**  
**Famous Cutlery**  
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Sole Makers of Butler's "KEEN"  
Razors, the "Cavendish" Brand  
of Table Knives, Carvers, and  
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HIGHEST AWARDS. SPECIAL MENTION.

**GEORGE BUTLER & CO.'S**  
London Showroom:  
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Manufactory: Trinity Works,  
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"BUTLER" was Registered as  
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## The Way to Value Horse Nails

What is meant by value? It is a ratio—one thing as compared with another. You must therefore have something to compare with, which is accepted as a standard in order to judge values. For this reason we have standards for weights, measures, coinage, and qualities of certain things.

To value Horse Nails you must have a standard for best quality. What is it? The Hardware and Farrier trade of Canada have accepted the "C" brand made by us for the past forty years as such. Our Horse Nails have always commanded the largest sale and best price. Compare the quotations of other makers and you will note the lower value set upon their nails by all other manufacturers. Best value—best price. Lower value—lower price. That's common sense and good logic.

We affirm that there is no better material known or used in the world for the manufacture of Horse Nails than is used by us exclusively—Swedish Charcoal Steel. Our process differs from every other manufacturer in Canada in important respects. Our nails are hot-forged and have hardened points and are of the best patterns for Canadian use, and, lest we forget, "Made in Canada" by Canadian labor.

The "C" brand will be found to outwear any other, and are therefore the most economical to buy or use.

We respectfully solicit from the Canadian Hardware Trade the favor of their preference in ordering Horse Nails, by specifying "C" brand. We shall supply you if dealers will not.

Prices and samples on application.

CANADA HORSE NAIL COMPANY,  
MONTREAL.

Established 1865.



## TIMELY TRADE TOPICS

By W. W.

**L**AST week Hardware and Metal briefly discussed some interesting points regarding the treatment of travelers by local merchants and vice versa. The topic has been taken up by some progressive men of both classes and an interesting discussion will probably result.

\* \* \*

Every traveler has some good things to show and some good points which he can tell of to the local merchant's advantage. Even if the merchant has bought from one house for a dozen years he can probably spend a quarter or half an hour to advantage with the traveler representing another house. By giving the commercial man to understand that only a certain time will be given him he will endeavor to use the time as best he can and will figure on getting the earliest train to the next town. And if a customer comes in to purchase a package of tacks it is best to allow the clerk to do the selling and show firmness and courtesy to the traveler than to leave him and take half an hour to return. Some merchants, however, have the reputation of cutting prices and customers prefer to be waited on by the storekeeper who will knock off a few cents, rather than the clerk who has not the authority to do so. This is an evil which will result in bankruptcy and no progressive merchant will continue to pay wages to a clerk and continue to do the clerk's work himself.

As stated before Hardware and Metal will be glad to hear from any who have any suggestions or criticisms to offer regarding the points discussed above, the aim being to make things as pleasant and profitable to all who are engaged in the hardware business. And while looking for objects to kick at do not forget our paper. If any suggestions can be given whereby it can be made more useful the editor will be pleased to receive them. The world today is coming to despise the "knocker" and to honor the "kicker," as it is only through the efforts of those who aren't satisfied and endeavor to make an improvement that any progress is made. But what a funny world this would be if we could all say with Gilbert and Sullivan:

"Oh, isn't life extremely flat.  
I haven't anything to grumble at."

Travelers are having their troubles these days and frozen ears, faces, hands and feet are common, while lost trunks and missed connections are parts of the regular bill of fare. One traveler in the Bruce peninsula landed at his destination with three out of nine trunks while others have not been so fortunate as that. One of Hardware and Metal's staff arrived home from the Georgian Bay district with a frozen face and reports that it took seven hours to cover 21 miles by stage, the passengers having to borrow shovels from the farmers to dig the stage out in some places.

In order to reach home for Sunday some knights of the road telegraphed the Grand Trunk that Rev. Dr. Briggs and a large number of his congregation were detained at Wingham and had to reach Toronto for Sunday. The game worked and Dr. Briggs and the travelers had a special train sent for them.

\* \* \*

Talking about railways reminds me that travelers have their likings and dislikings the same as other human animals. One I met recently had a grudge against the passenger service of the Grand Trunk's branch lines and he gets even by making all his shipments of goods via the C. P. R. wherever specific instructions are not given to have the shipments made via the Grand Trunk.

\* \* \*

The increasing popularity of cement blocks for use in the building of houses is evidenced by the fact that new companies devoted to this class of construction are being organized in various parts of the country. Mr. R. Taggart, manager of the Concrete Block Machine Company, of Toronto, has now perfected a system of modernizing a frame house by giving it a brick finish, composed of concrete with veneer facing. The material is anchored to the sheeting, making an imitation of brick from  $\frac{1}{4}$  to 1 inch thick. It renders the building fireproof and gives a handsome appearance, while the cost is less than rough casting. The facing dries in two or three days. A demonstration of the process will be made in Toronto shortly and several houses will be finished during the season to give the system a thorough test. Mr. Taggart is also working on an excavating machine which will have a capacity of 320 cubic yards daily, being used in excavating sewers, drains, cellars, etc., at a cost of from \$15 to \$20 daily and doing the work of about 60 men whose wages would amount to fully six times the cost of operating the machine.

One of the handsomest and best known plumbing shops and gas fixture stores in Toronto is that of Fred. Armstrong, Queen street west, opposite McCaul. The feature of the store arrangement is just the reverse of most stores. Instead of having the floor crammed with goods and the ceiling empty of goods or filled with cobwebs Mr. Armstrong has practically nothing on the floor and utilizes his ceiling space to the utmost advantage, not overcrowding it, however. The store is about 20x30 and at the back is an office separated from the rest of the store by a railing, the back wall of the office being covered by two large looking glasses which give the store a greatly enlarged appearance. With the exception of a row of radiators, gas stoves, furnaces, hot water boilers, gas heaters and bathroom accessories along one wall and a row of gas grates and imitation wood blocks along the opposite side, there is nothing whatever on the floor. Above the gas grates is a shelf containing a display of globes and shades for gas lights, while above these is a row of wall fixtures. Below the ceiling are rows of gas pipes running both directions and from these hang a splendid assortment of chandeliers and pendants of handsome and plain designs, the whole making a fine display from which a customer can easily make a selection. Behind the office is a show room for baths, wash basins, closets, etc., while in the windows are displays of bathroom fixtures, gas and electric light fancy shades, parlor fixtures, etc., well arranged in an artistic manner.

SHORTAGE OF SILVER FOR COIN-  
AGE PURPOSES.

**I**T has been known for some months that there has been a heavy shortage of bar silver for the purpose of coining subsidiary silver coins. There is an urgent demand for many millions of dollars' worth of small silver coins. In order to meet this demand the Government must either re-coin some of the large stock of silver dollars on hand or come into the market for the purpose of purchasing millions of ounces of silver bullion.

A bill is now pending in Congress which has for its object the re-coining of silver dollars on hand. The bill will, in all probability go through, as it is practically a Government measure. If it does the Government will actually not purchase silver in the open market, but will practically destroy the backing of the silver bills now current, and convert dollars into halves, quarters and dimes.



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Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

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Cables— Emlyn Engineering Works  
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"Maple Leaf" is superior to either Rubber or Leather, and in many places will do work that no other make of belt will.

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Main Drive Belts a specialty.

Ask for "Maple Leaf" and take no other.

Beware of Imitations

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**DOMINION BELTING COMPANY**

Limited  
 HAMILTON, ONTARIO.

Use our "MAPLE LEAF" Belt Dressing.

## THE ACME LATHE & PRODUCTS CO., LTD.

TRAFFORD PARK, MANCHESTER.

We have arranged to carry a large stock of Square and Hex Cap Screws, Square Set Screws, Bright Bolts, Washers, etc., in Canada, and can deliver from Canadian stock after February 1st., 1905. It will pay you, if you are a buyer of these goods, to get in touch with us.

Temporary Offices

25 Queen City Chambers, Church St., TORONTO.

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FULLY  
 WARRANTED



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Steel Faced on solid steel.

Japan Handles, Highly Finished Blades

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 Gun Made



HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

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NO. 1  
 STAR  
 SPECIAL  
 HERCULES  
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THE  
 QUALITY & PRICE TO SUIT  
 ALL GRADES OF WORK

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WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

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## COLD PRESSED NUTS

Finished, Semi-Finished, Case-Hardened, Polished, Plated, etc.

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Special Discounts to the Trade.

**CANADA FOUNDRY COMPANY, Limited**

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**SOLARINE**

—A—  
**GREAT POLISH**  
FOR METALS.

If you don't know it, it will pay you to write for information.

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60 George St., **TORONTO**

**OAKEY'S**

The original and only Genuine  
Preparation for Cleaning Cutlery. 6d. and 1s. Cansisters

**'WELLINGTON'**  
**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:

**JOHN FORMAN, 644 Craig Street**  
**MONTREAL.**

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Every Canadian who wishes to trade  
successfully with the Old Country  
should read

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The cost is only 6c. per week. (Annual  
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See the rules.

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the farmers are looking for a strong, serviceable and  
durable Fence at a reasonable cost. You can supply  
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**IDEAL****A GOOD SELLER**

The IDEAL is made of No. 9 Hard Steel Galvanized  
Wire throughout, and has many distinctive features which  
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It pays dealers to handle fencing that gives best value  
obtainable. Write for our catalogue of Fencing and Gates,  
showing styles for every purpose.

**COILED-SPRING WIRE**

and other Fence Wire unexcelled in quality, shipped  
promptly.

**The McGregor-Banwell Fence Co., Limited,**  
**WALKERVILLE, ONT.**

**Merrick, Anderson & Co., Winnipeg, Man.**  
Sole agents for Man. and N.W.T.

**STOVES AND TINWARE.****McClary's Toronto Building.**

**T**HE McClary Manufacturing Company are now comfortably located in their new building, 175 King street West, Toronto, and are rapidly getting the offices, show rooms and warehouses in perfect shape for their large and growing business. The location is a convenient one, being between York and Simcoe streets, next to the Princess Theatre, convenient alike for callers from out-of-town or the city trade.

The new building is a handsome one and does credit to the company, the King street front on the ground floor being devoted to the suite of offices, while a large room about 100 feet in depth is used for showing the various classes of goods manufactured by the firm. The stoves and ranges are mounted on platforms, thus allowing them to be shown to advantage, while the tin and enamel ware are displayed on tables and tiers of shelves. The balance of the ground floor, as well as the second and third floors are used for warehouse and shipping purposes, the whole building providing as fine a home as could be desired for the Toronto branch of such a flourishing industry as The McClary Mfg. Co., and Mr. Kennelly, the genial manager, is justly proud of his new quarters.

**A Flourishing Industry.**

**T**HE annual meeting of the Canadian Heating and Ventilating Co., Limited, one of Owen Sound's young and thriving industries, was held about ten days ago, and Mr. Harshaw was re-elected president; J. H. Christie, vice-president; W. J. Christie, manager, and W. S. Middlebro, secretary-treasurer.

The first stoves were manufactured by this company about November 1903, and the first annual meeting held in March last, at which was shown an indebtedness of \$1,164. At the meeting this year W. S. Middlebro, secretary-treasurer, presented a statement showing that after all expenses, wages, etc. were paid the company had wiped out the above indebtedness and had cleared \$1,879. There was therefore a dividend of 1 per cent. declared, which will be paid to the stockholders on March 1. The result is therefore very gratifying, and it is expected that the output for the next year will be more than double that of the one just closed. The Empire Queen Range is proving itself an excel-

lent article. We are informed that one dealer in Montreal has given an order for four hundred ranges for the coming year. The company authorized a further issue of \$12,000 of stock, and the present shareholders will have the first privilege of purchasing \$7,000 worth. The remainder will be offered for sale to the most influential stove dealers for sale to the most influential stove dealers of the country with the view of further interesting them in the industry. About 70 men are employed by the company.

**A Novel Washboiler.**

A new idea in washboilers has been patented by J. E. Faucett, Kenmare, N. D. In the use of this apparatus the clothes are placed in a vessel and the latter lowered in the water of the tank. To remove the clothes from the tank, the vessel should be elevated sufficiently and secured for draining purposes. When the clothes are drained, the suspending-chains may be wound on the shaft, elevating the vessel, the latter being adjusted as just described, with its chains wound on the shaft. The shaft may be utilized as a handle adapted to be grasped, and thereby facilitate handling of the vessel with hot wet clothes contained therein. When the boiler is not in use, the standards may be compactly folded within the tank and its cover arranged in place.

**Tin Mines Very Active.**

The tin plate industry of South Wales, says the Iron and Coal Trade News of London, has probably never been enjoying a greater measure of prosperity, measured by the number of hands and of mills employed, than it is having at this moment. About a month ago—and presumably at the present time—there were 394 tin plate mills employed in Great Britain, and these collectively found work for 19,700 people. We should compute this record as equal to an output of fully half a million tons of tin plates per annum. Of the 394 mills at work, 384 are in South Wales, Monmouthshire and Glamorganshire districts.

**A Tinsmith Wanted.**

Hurlburt & Biden, Wolseley, Assa. are desirous of engaging a first-class tinsmith, one familiar with hot water heating preferred.

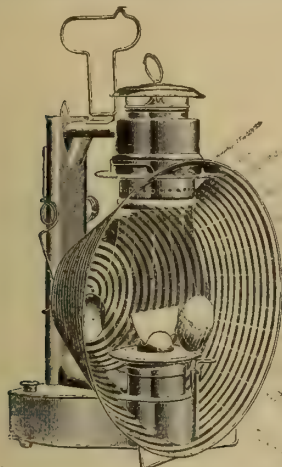


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19 LUDGATE HILL

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CANADA.**Manufacturers of the largest line of lanterns under the  
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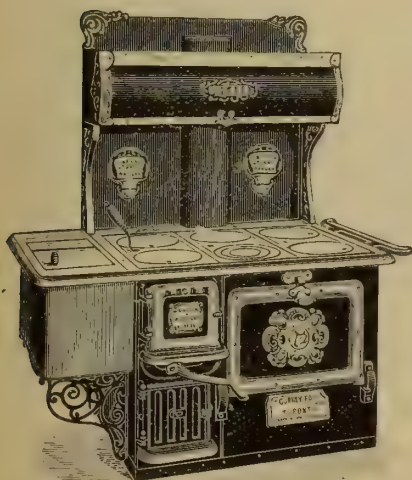
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77	78
All Metal means all wire and galvan- ized iron. Wire can't come loose. Iron, of course, is sound.	So CUTTS' ALL METAL ASH SIFTER wears “like iron” literally, and to think that you can retail it for a quarter.
BETTER ORDER A SUPPLY.	
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When a customer comes to you about the buying of a  
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That catches the attention.



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# Oxford Chancellor —Range—

It looks well, but what is better, it works well. As a roaster and  
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further details of why you should sell the **Oxford Chancellor**.

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# BUILDING AND CONSTRUCTION

## "Transite" Asbestos Fire-Proof Lumber

THE advent of modern fire-proofing precautions, the renewed demands for the safe-guarding of the public at large, the exigencies of strict sanitary conditions, call for something in the line of building construction which will meet the requirements as stated above to a high degree of thoroughness and economical stability. The H. W. Johns-Manville Co., of 100 William street, New York, manufacturers of asbestos and magnesia fire-proof materials, have introduced a material which will take the

standing which it will maintain in the building world, is its adaptability to an almost unlimited variety of requirements. It has been adopted by the Interborough Rapid Transit Company of New York City, both in the elevated and subway cars, for lining switch panel boxes, for the complete floor covering for the underbody of the wooden motor car, while on their sheathed and steel cars it is used in the deflector boxes and ducts for the motor leads, for all car wiring, and also as a lining for the walls of panel boxes and cut-out boxes.

directly overcomes a defect, hitherto unconquerable, where there is danger from corrosion on account of fumes, such as sulphuric acid fumes, etc., iron rust, to which Transite presents an impassable barrier.

A smoke-jacket, made of this material, is now available, for the purpose of carrying off the acid fumes, engendered in the numerous blast furnaces, and where the use of soft coal is prevalent, which attacks the iron, tin, or other metallic material, corroding and eating its way to the inevitable destruction of



Builders' Supply Sample-Room. Aikenhead Hardware Co., Toronto.

place of wood and other inflammable and non-heat, acid and moisture resisting materials. This lumber is made of asbestos and is called "Transite Asbestos Fire-Proof Lumber." It is made in varying thickness from  $\frac{1}{8}$  inch to  $\frac{1}{2}$  inch, and in standard sheets, 40x40 inches, or 12x11 inches. It can be built up in larger sheets or curved as desired to meet existent conditions.

In its simplest form, Transite is a firm fire-resisting board—one of the best fire-proof products for modern building construction. Its main claim to the

Transite is also being used as a flash board behind the fuse box on the third rail contractor.

The Montreal Street Railway Co. have placed an order for 150 linings for Type K-10 railway controllers, together with equipments as above named while the Canadian Copper Co., of Copper Cliff, Ontario, have completed a roofing on their works made of Transite, consisting of 900 squares, 42x44 inches each, put on like shingles overlapped with Transite strip moulding for the up and down joints. This, in factory construction,

the ordinary jacket, as well as the iron, tin or other metallic roofing.

In a series of tests given to this material by the Shawinigan Water & Power Co., Shawinigan, Quebec, a piece of Transite was taken and boiled in water for 15 minutes; then taken out and boiled again for 10 minutes. The edges turned up or warped very slightly, indicating a minute degree of absorption. It was then subjected, in its wet condition, to a heat test, for 15 minutes over a white-hot blast. The material came out whole, excepting for a



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**H**ARDWARE MEN: We shall have something to say to you from week to week on a subject that should interest you from this moment on. We have to suggest to you a line of merchandise which you can sell, and which you ought to sell—Metal Lath.

Metal Lath is no new thing. It has been on the market in some form or other for upwards of 20 years. But until the present time its price has been prohibitive. Last year we installed a machine for the manufacture of Metal Lath that cuts the price in two, making it now 10 cents a sq. yard,—i.e., 10 cents to the consumer. There is a discount from this to the dealer.

Wood lath put on costs practically as much as our PERFECT Metal Lath, and does not begin to compare in any particular with the metal article.

The plaster "keys" perfectly on PERFECT Metal Lath, and cannot possibly fall off. Metal Lath is fire-proof. The sap stain of wood lath, so objectionable, does not occur with the use of Metal Lath.

By handling Metal Lath the hardware dealer "gets in" on a building contract where before he had no chance. It is easy to convince a builder of the superiority of Metal Lath.

For a sample of PERFECT Metal Lath, send us your name. You will certainly be interested.

THE PEDLAR PEOPLE—Oshawa, Ont.



slight hardening and brittleness, but retained all its fire-proofing qualities. It was then tested as an arc-deflector on a circuit of 500 volts at 150 amperes. It took 11 minutes of constant arcing to burn a hole through it. This piece was only  $\frac{1}{4}$  inch thick. Transite was tested in conjunction with other boards of a similar character, and was the only one which stood the test; the others, after the boiling test, in the heat test blew up, indicating the presence of much moisture which was absorbed during the boiling process.

Besides possessing the acid-proof, steam and moisture proof, fire-resisting, heat insulating and other properties, this board is absolutely vermin-proof, and in this regard its possibilities are unlimited for use in hospitals as a flooring, ceilings, walls, etc. Its non-absorbing qualities will practically eliminate the transfer of disease germs after thorough fumigation. Transite will take a screw or nail the same as wood, and can be sawed, cut, planed or otherwise manipulated to meet the requirements.

Anyone desiring further information or price, should mention Hardware and Metal when applying to The Fairbanks Co., 747-749 Craig street, Montreal, Que., who are the manufacturers' sole Canadian sales agents.

### A Large Apartment House.

Mr. Roswell C. Fisher, of Montreal, has arranged to extend his large apartment house, "The Sherbrooke," to Bishop street, by the erection of a five-story and basement building.

The new building will contain nine large and complete housekeeping apartment and forty-one suites, each having a sitting-room, bath-room and one, two or three bedrooms. The tenants of these suites will have their meals in a large and well-appointed club dining-room, in which and from which the tenants of the existing "Sherbrooke" and the tenants of the housekeeping apartments in the new building can get their meals when they wish. The new building will be absolutely fireproof, and of handsome exterior. Mr. Fisher has Messrs. MacVicar & Heriot associated with him as architects, and intends to have the new building ready for occupation on or before May 1, 1906.

### Cement Works at Sydney.

The new Portland cement industry at Sydney, N. S., will have a capacity of 500 barrels daily and \$250,000 will be spent on the construction of the plant. A large coopeage will be established in connection. Steel will be used in the construction of the main building. Work will commence this week and it is expected that the mills will be producing cement about the end of May. It will be the only cement mill in Canada east of Ottawa, and practically the only one in America situated on the Atlantic coast, and will be in an excellent location for shipping purposes.

### To Build 32 Houses.

Mr. Fred Cox has secured a big block of land on Pape avenue, Toronto, where he intends to erect sixteen pair of mechanics' houses, which will sell at about \$1,750.

### Building Permits.

TORONTO.

S. C. Graeb, residence, 185 Wright avenue, \$2,800.

Mossom Boyd, residence, 38 Huntley street, \$5,500.

Wm. Helson, dwellings, 77 and 79 Howland avenue, \$3,400.

Royal Canadian Yacht Club, club house, Centre Island, \$2,400.

Kane Bros., dwellings, Baldwin street, near Kensington avenue, \$6,000.

Chas. Jolliffe, dwellings, west side Grace street, near College, \$3,500.

Redemptionist Fathers, church, McCaul street, near Anderson, \$20,000.

C. W. Chadwick, dwellings, east side Dovercourt road, near Hallam street, \$3,600.

Omar Hoover, dwellings, north west corner Crawford and Harrison streets, \$2,000.

B. Harpell, dwelling, east side Indian Park avenue, near Howard Park avenue, \$2,300.

National Life Assurance Co., office building, south east corner Adelaide and Toronto streets, \$16,000.

### Building Notes.

A new fire hall will be built at Ottawa East this season.

T. E. Dean, Fort William, is erecting four new brick dwellings.

A Catholic parsonage will be built this year at Knowlton, N. B., at a cost of \$3,000.

A new infectious diseases hospital will be erected in Toronto near the Isolation Hospital.

Construction has been commenced on the new First Swedish Lutheran Church at Vancouver.

The Brantford Screw Company are considering plants for the erection of a large new factory.

The C. P. R. will build a new bridge between Edmonton and Strathcona, the cost to be \$600,000.

Two stores and private dwellings will be erected at Burford this spring. Tenders are being called for.

H. Stevens & Co., brick manufacturers, Portage la Prairie, Man., produced 7,000,000 brick last year.

E. W. Fry, Beamsville, has purchased a site and intends to build a large canning factory in that town.

A new school will be erected at Carleton Place, Assa, this year. The architect is W. E. Elliott, Brandon, Man.

Brown & McLean, Perth, will commence the erection at once of a large saw mill and woodworking factory.

The Department of Public Works, Ottawa, are calling for tenders for the extension of a wharf at Quaco, N. B.

A new school will be built at Victoria West, B. C., to cost \$30,000. Eight large class rooms are planned.

Henry Morgan & Co.'s departmental store in Montreal will be extended this summer, the addition costing \$250,000.

Work on the new Museum building at Ottawa has been commenced and \$200,000 will be spent during the present year.

The Imperial Cement Co., Owen Sound, intend shortly to greatly enlarge their plant to meet the increasing demand for their cement.

Tenders are being called for the enlarging of the boiler room of Alma College, St. Thomas, and the improvement of the heating apparatus.

Tenders will be called for shortly for the new Alexandra Contagious Diseases Hospital to be built at a cost of \$120,000, at Point St. Charles, Montreal.

The First Baptist Church at Calgary, which was destroyed by fire on Feb. 8, will be rebuilt at once. The church was built four years ago and cost \$10,000.

A very large building season is expected in Port Arthur and Fort William this summer. A new industry to be established in the latter city is a large agricultural implement factory.

A new Catholic Church to cost \$30,000 is to be built at Orillia this season if Father Moyna's plans are carried out. He will not sanction its commencement until \$20,000 is subscribed.

The Canadian Northern Railway will spend a large sum of money this year on new terminal improvements in Winnipeg. The new station will be on the site of the old Manitoba Hotel on Main street.

The Lewis Block at Hastings and Seymour streets, Vancouver, will be improved by the addition of another story and the erection of an addition comprising three one-story stores, the whole to cost \$6,000.

The contract for the new stone church at Carleton, N. B., which is to replace the Church of the Assumption has been given to John Flood and Edward Bates. Work will be begun on the new building in a short time.

Plans are being prepared for an extensive addition to the warehouse capacity of the Doherty stove works in Sarnia. The brick is on the ground and operations will begin as soon as weather conditions permit.

Building permits have been issued in Hamilton to W. Jones for a frame cottage on Macauley street between Ferguson and Mary to cost \$700; to Stephen Saxby for a frame cottage on Wood street between Mary and Ferguson to cost \$500; to W. A. Sweet for a brick dwelling on Colborne street between Bay and Park, to cost \$1,730.

R. W. Fawcett, architect, Sarnia, has made plans for a block of two stores on Christina street, below Cromwell for Albert Batty. The stores will be two stories high with apartments above. They will be built of concrete blocks with plate glass front and will be ready for occupancy early in the summer.

Holbrook & Sutherland have been awarded the contract for the erection of the new Woods building on Slater street, Ottawa, adjoining the present one. The contract figure is around \$100,000 and the building, which will be the counterpart of the structure already up, will be completed in about six months.

The White Pass and Yukon Railway, which has 110 bridges on its 110 miles of road operated, have placed orders for steel for three bridges. Many of these bridges cross small gulches, and where it is found to be practicable they are being replaced with concrete retaining walls and the spaces filled in. The steel bridges are to mark the passing of the wooden structures.

Property in Edmonton is becoming valuable. The National Trust Company have purchased from McDougall & Secord a lot 50x108 on the corner of Jasper avenue and First street, which is recognized as being the future centre of the city. The price paid is understood to be \$20,000, the largest amount yet paid for a single lot in the city. The company will soon erect a large business block.



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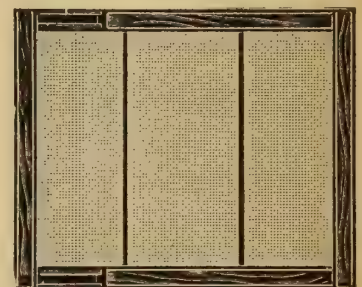


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Send for sample and see the brilliancy of this product  
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# INDUSTRIAL GOSSIP

**HARDWARE AND METAL** would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

The Canadian Northern Railway will renew about 900 miles of track with 250,000 new ties this season.

Woodstock has voted in favor of granting a loan of \$12,000 to the Eureka Planter Company of Windsor.

It is understood that work will commence at once on the new Windsor, Essex and Lake Shore Railway.

The Hamilton Brass Manufacturing Company are arranging to secure larger quarters for their Montreal branch.

A new felt shoe factory, to employ 40 hands, is about to locate in Brantford, occupying the plant of the Bailey Scissors Works.

It is reported that the old novelty factory at Clarksbury is to be converted into a factory for the manufacture of furniture for export only.

Edward Bowser and Arthur Thompson, who have been running a wood-working factory at Mt. View, N.B., for the past year, have lately put in a steam power and intend enlarging their plant.

The Magnesia Asbestos Supply Company, of San Francisco, Portland and Seattle, has opened an office in Vancouver, and proposes to establish a branch factory there to manufacture asbestos covering for steam pipes for the B. C. market.

John Clark, of the firm of McDiarmid & Clark, lumber dealers, Brandon, Man., has returned from a business trip to the principal cities in the States and Eastern Canada, where he has been purchasing machinery for the company's new planing mill.

The Crown Brass and Steel Works, Stouffville, held their annual meeting last week and report a prosperous year. Negotiations are on regarding the sale of the business. Dr. Sangster is president and J. F. Lennox, secretary.

The annual meeting of the shareholders of the Dominion Wire Rope Co., Ltd., was held in Montreal last week, the following officers being elected for the ensuing year: President, F. W. Fairman; vice-president and managing director, F. H. Hopkins; secretary-treasurer, J. J. Rosevear.

The Peterboro City Council has granted a site and a fixed assessment of \$1,000 to the Peterboro Cereal Company, a new industry which will manufacture cereal and shredded vegetable foods. A site and fixed assessment on \$4,000 for ten years has been granted the Peterboro Shovel and Tool Company.

The first annual meeting of the Down Draft Furnace Company, Limited, was held a few days ago at Galt. The report of the year's business was very gratifying to the shareholders, while the prospects for future business are exceedingly bright. The new works of the company are now finished and equipped, and will be in operation in a few days.

According to D. D. Mann, 150 miles of the James Bay Railway between To-

ronto and Sudbury, will be in operation by September next. There are 1,200 men now employed on rock-cutting and other heavy work, while another large force is in the woods getting out ties. Five locomotives and 200 flatcars for construction work have been ordered for Spring delivery.

The Canadian Electric Light Company, Quebec, has been re-organized, and will make payments on its first debentures on March 16. The new officers are: President, Hon. L. P. Pelletier; vice-presidents, Rod. Audette, Gaspard Lemieux; directors, W. A. Marsh, Chs. King, H. M. Price, Et. Dussault, Geo. Demers and Jos. Gosselin.

The annual meeting of the Peterborough Lock Manufacturing Co. was held last week, the reports presented showing the affairs of the company to be in a very satisfactory condition. The works have now been in existence nineteen years. The usual dividend of six per cent. was declared. J. R. Stratton was re-elected president, A. L. Davis vice-president, and the directors are: W. G. Morrow, Thos. Fortye and Wm. Irwin.

The John Deere Manufacturing Company, who employ 7,000 men in their agricultural implement works at Moline, Ill., are negotiating with Mayor Rutledge, of Fort William, with a view to securing a site and building a large plant there. Branches are also proposed for Eastern and Western Canada, Fort William being considered an excellent shipping point for both east and west.

The Red Cliff Lumber Company, a wealthy concern with headquarters in Duluth, Wis., intend establishing a large lumber mill at Rainy River, and work for a large export trade in rough and finished lumber. Representatives of the company have made several trips through the Canadian side of the Rainy River valley with a view to the purchase of timber limits, and Mr. F. L. Gilbert, who represents the company, leaves shortly for a European trip and proposes establishing offices in London and Liverpool.

The Cañada Carriage Works, of Brockville, whose plant was partially destroyed by fire early in January, has regained its feet, and is going ahead as if nothing had happened. Buildings have been erected to take the place of the ones burned, and a full staff is employed in all departments. The output of finished goods averages more than one car-load daily. The firm state that Spring orders will be delivered according to contracts.

The first payment of bounty on steel rails has been made by the Department of Trade and Commerce, a cheque for \$60,000 being sent to the Consolidated Lake Superior Company. The claim was for 20,000 tons of rails which have been turned out, although it was never the intention of the Government to have given a bounty as well as a duty upon

steel rails. The Auditor-General, however, upon the advice of Mr. Aylesworth, K.C., allowed the claim of the rail manufacturers under the act providing a bounty on structural steel.

The final agreement has been signed between Mackenzie & Mann and the town of Port Arthur for the new million-dollar steel works to be known as the Atikokan Iron Company, organized for the purpose of mining iron ore, and manufacturing pig iron and other products of iron and steel at Port Arthur. This company will be supplemented by the Canadian Coal & Ore Dock Company, which will construct coal and ore docks at a cost of \$500,000. Of the \$1,000,000 bonds of the iron company, Mackenzie & Mann have subscribed for \$400,000; the town of Port Arthur, \$300,000, and a group of American capitalists the balance.

There has been considerable renewal of activity in mining operations in Central Ontario recently, and many of the companies have made large increases in their plants. The Kingston Felspar Mining Company, at Bedford, purchased from Allis-Chalmers-Bullock, Limited, Montreal, a hoisting plant, including a 30-h.p. double-cylinder Lidgerwood engine; James Richardson and Sons, zinc miners, Mountain Grove, purchased an Ingersoll-Sergeant air compressing plant, and the Madoc Mining Co. at Tweed purchased a complete mining plant, consisting of a horizontal return tubular boiler, Ingersoll-Sergeant air compressor, Lidgerwood hoisting engine, etc., both from Allis-Chalmers-Bullock, Ltd., Montreal.

Mr. N. W. Rowell, K.C., has contradicted the report that the recent meeting of the Michigan Lake Superior Power Company affected seriously the financial affairs of the Canadian company. The Lake Superior Corporation was the owner of the second mortgage bonds of the Michigan Company, but most of the money spent by that company was raised by the sale of first mortgage bonds which were subscribed principally in Philadelphia. Mr. C. D. Warren, as receiver of the company, attended a meeting of the first mortgage bondholders and reported that it was necessary to expend a large additional sum on electric and hydraulic equipment if they were to realize the full benefit of their investment. A committee was therefore appointed to investigate the matter. No matter what might be done, Mr. Rowell said, it would in no way affect the Canadian industries at Sault St. Marie or their operation.

## COMPANIES INCORPORATED.

Davies, Limited, Montreal (share capital, \$500,000), propose to do a general meat packing and general merchandise business. The directors are: R. D. McGibbon, Douglas Armour, K. J. Beardwood, and L. L. Legault, all of Montreal.

Empire Sash and Door Company, Ltd., Winnipeg (share capital, \$100,000), purpose to deal in coal, lumber and general construction material. The directors are: W. H. McWilliams, G. R. Crowe, John Love, G. W. Allan, all of Winnipeg, and G. F. Piper, of Minneapolis, Minn.



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**HANOVER, ONTARIO**  
 Manufacturers of the celebrated **"Saugeen Brand"**  
**OF PORTLAND CEMENT.**  
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**Will Hold Up a Shelf!**  
 That's what a shelf bracket is for.  
 For this purpose there can be NOTHING BET-  
 TER, NOTHING CHEAPER than the **BRADLEY**  
**STEEL BRACKET.** It is well Japanned, Strong  
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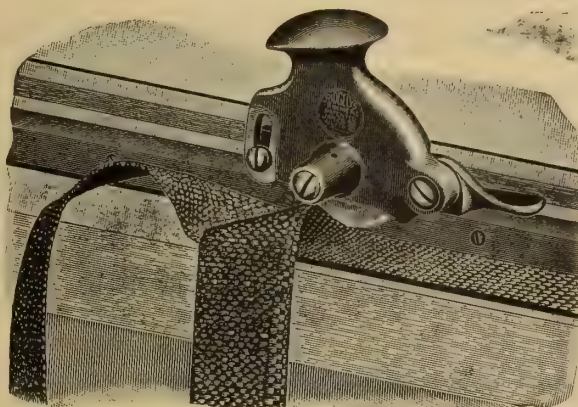
**A PERMANENT  
 and Handsome Roof.**



**Arrow Brand Asphalt Ready Roofing**

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

**A. C. JENKING & CO, Sole Agents,**  
**Room 215 Coristine Building, - MONTREAL.**  
 Sole agents being appointed in each district. Write to-day.



**Ridgely's Model B  
 Trimmer**

In conjunction with our famous **THREE-PIECE STRAIGHTEDGE** makes an outfit for trimming paper that will do the work in one-sixth the time it takes to do it with a knife or shears, and do it accurately. Guaranteed to give perfect satisfaction. For full particulars address

**THE RIDGELY TRIMMER CO.,**  
 Manufacturers,  
**Paper Hangers' Supplies,**  
**SPRINGFIELD, OHIO, U.S.A.**  
 Send for Catalogue No. 16.

**WE WANT YOUR  
 TRADE IN  
 CORRUGATED SHEETS**

**QUALITY AND PRICES  
 GUARANTEED**

Now is the time to get after farmers who intend building. We can help you to get their orders.

**:: Our Line ::**

**Safe Lock Shingles**

Galvanized or painted.

**Ornamental Shingles and Tiles**

Several patterns to select from.

**Sidings, Large and Small Sheet**

Imitating Brick, Stone, Etc.

**Corrugated Sheets**

Any size or gauge.

**V Crimp and Beaded Sheets**

**Acme Ready Roll Roofing**

**Metal Ceilings**

Gothic and Louis XIV  
 Classifications and Sundry  
 Patterns.

**Cornices**

Of every description from  
 stock designs or to ar-  
 chitect's drawings.

**Skylights, Finials, Crestings,  
 Ventilators, Ridgings, Window  
 and Door Trimmings, Trough-  
 ing, Conductor Pipe, Thimbles,  
 Galvanized Pumps, Stanchions  
 and Water Bowls.**

**Metal Shingle & Siding Co., Limited**  
**Preston, Ont.**

**WESTERN AGENCY, Ellis & Grogan, Calgary.**  
**MANITOBA AGENCY, Clare & Brockest, Winnipeg.**  
**MONTREAL AGENCY, J. B. Dagenais, 953 St. James St.**



**And Studying Everything which tends towards Perfection has placed our goods among the Leaders Everywhere.**

**Ready Roofing, Sheathing and Black  Diamond Tarred Felts,  
Building Papers, Fibre and Manilla Wrappings, etc.**

**Ask for our quotations—they will interest you.**

Harbour and Logan Sts., MONTREAL

JOLIETTE, QUE.

**ALEX. McARTHUR & CO., LIMITED**  
82 MCGILL STREET. - MONTREAL

[illegible]



# American Steel & Wire Co.

New York  
Empire Building

Montreal  
N. Y. Life Building

Chicago  
The Rookery

## BARBED WIRE GALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

### SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

SOLDER.	Per lb
Bar, half-and-half, guaranteed	0 17½
Wiping	0 15½
Refined	0 16½

### PAINTS AND OILS.

#### COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French	0 06
Marine black	0 04
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

#### WHITE LEAD.

Per 100 lb.

Pure	4 75
No. 1	4 37½
No. 2	4 00
No. 3	3 12½
No. 4	3 35
Munro's Select Flake White	4 75
Elephant and Decorators Pure	4 75
Monarch	5 00
Decorators Pure	4 75
Essex Genuine	4 25
Sterling Pure	5 00
Island City Pure	5 00
Ramsay's Pure Lead	4 75
Ramsay's Exterior	4 50

#### RED LEAD.

Genuine, 560 lb. casks, per cwt	\$4 50
Genuine, 100 lb. kegs,	4 75
No. 1, 560 lb. casks, per cwt	4 00
No. 1, 100 lb. kegs, per cwt	4 50

#### WHITE ZINC.

Extra Red Seal	0 06	0 08
French V. M.	0 06½	0 07
Lehigh	0 06	0 06½

#### DRY WHITE LEAD.

Pure, casks	4 25
Pure, kegs	4 50
No. 1, casks	4 00
No. 1, kegs	4 25

#### PREPARED PAINTS.

In ½, ¼ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co.'s pure	1 25
Sanderson Peary's pure	1 20
Standard Co.'s "New Era"	1 30
"Globe" barn	60
Francis Frost Co.'s "Ark" B'd	1 25
"British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
"Thistle	1 00
"Outside, bbls	0 55
Island City House Paint	1 25
"Floor	1 25
Sterling House Paint	1 20
"Floor	1 10
National	1 05

#### PARIS GREEN.

#### BERGERS' ENGLISH.

Petroleum, barrels, per lb.	0 13½
Arsenic, kegs	0 13½
50 and 100-lb. drums	0 14½
25-lb. drums	0 15
1-lb. paper boxes	0 16
1-lb. tins	0 17
1-lb. paper boxes	0 18
1-lb. tins	0 19
Terms—2 per cent. off 30 days, or 90 days net.	

### PUTTY.

Bulk in bbls	1 45
Bulk in less quantity	1 70
Bladders in bbls	1 65
Bladders in kegs, boxes or loose	1 85
25-lb. tins	1 80
12½-lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85

### VARNISHES.

In 5-gal. lots. Per gal. Net.

Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
"rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 10	1 25
Furniture, extra	1 50	
"No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
"orange	2 30	2 40
Furpentine, brown japan	1 10	1 20
"black japan	1 10	1 20
"No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each	2 00	
Granitine floor finish, per gal	2 75	
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c; size 3, 40c. each		
Sherwin-Williams' kopal varnish, assorted case, from 1 to 1 gal., \$2.50.		

### GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 18	0 20
Strip	0 19	0 20
Coopers	0 19	0 20
Hutner	0 12	0 16
Cologne, genuine		

### HARDWARE.

#### AMMUNITION.

##### Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American \$2.00 per 1000.	
C. B. Caps American, \$2.60 per 1000.	
Rim Fire Pistol, discount 30 p.c. American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c. Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.	
Central Fire Pistol and Rifle, list net Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.75 per lb.	

#### Wads.

Best thick brown or grey felt wads, in ½-lb. bags	\$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

### ADZES.

Discount 20 per cent.	
Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

### APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50
Gilmour's, discount 65 and 5 per cent. off list.	

### AXES.

Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	10 00
AMERICAN AXE AND TOOL CO.	
Red Ridge, boys', handled	5 75
"hunters"	5 25
Underhill American Bench Axes, 40 p.c.	

### AXLE GREASE.

Ordinary, per gross	6 00 7 00
Best quality	10 00 12 00

### BELLS.

#### Hand.

Brass, 60 per cent.	
Nickel, 55 per cent.	
Cow	
American make, discount 63½ per cent.	
Canadian, discount 45 and 50 per cent.	
Door	
Gongs, Sargent's	5 30 8 00
"Peterboro", discount 50 and 10 per cent. off new list.	
Farm	
American, each	1 25 3 00
House	
American, per lb.	0 35 0 40

### BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

### BITS.

#### Auger.

Gilmour's, discount 60 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	
Car	
Gilmour's, 47½ per cent.	
Expansive	
Clark's, 40 per cent.	

Clark's, per doz	0 65 0 90
Diamond, Shell, per doz	1 00 1 50
Nail and Spike, per gross	2 25 5 20

### BLIND AND RED STAPLES.

All sizes, per lb.	0 07½ 0 12
BOLTS AND NUTS	
Carriage Bolts, common (\$1 list)	Per cent.
" " 3-16 and ½"	60 and 10
" " 5-16 and ¾"	55 and 5
" " 7-16 and up	55 and 5
" " full sq. (\$2.40 list)	60
" " Norway Iron (\$3 list)	60

Machine Bolts, all sizes, ½ and less	60
Machine Bolts, 7-16 and up	60
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods, per lb., 5¢ to 6c.	

### BOOT CALKS.

Small and medium, ball	per M. 4 25
Small heel	" 4 50

### BRIGHT WIRE GOODS.

Discount 62½ per cent.	
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### BUTCHERS' CLEAVERS.

German	per doz. 6 00 9 00
American	" 12 00 18 00

### BUTCHER KNIVES.

Bailey's	per doz. 0 60 6 30
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### BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	" 400 " 0 50
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L.	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled	" 400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Refined Tar	small packages " 0 25
Coal Tar	per barrel 5 00
Coal Tar, less than barrels	per gal. 4 00
Roofing Pitch	per 100 lb. 0 15
Slater's felt	per roll 0 60

### BULL RINGS.

Copper, \$2.00 for 2½-inch, and \$1.90 or 2-inch.	
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### BUTTS.

Wrought Brass, net revised list.

### Cast Iron.

Loose Pin, discount 60 per cent.

### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.	
Loose Pin, discount 70 to 70 and 5 per cent.	

### CARPET STRETCHERS.

American	per doz. 1 00 1 50
Bullard's	" 6 50

### CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

### CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50 8 50
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### CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65
Red	" 0 05 0 06
Crayon	per gross 0 14 0 18

### CHISELS.

Socket, Framing and Firmer.

Broad's, discount 60 and 10 per cent.	
Wamock's, discount 50 and 10 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

### FOODS—STOCK.

Colonial Stock Foods, 50c. packages,	
" " 25c. pkgs.,	per doz \$4 00
" " 10c. "	" 2 00
" " 25-lb. pall, each	1 20
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz.	1 25
Worm	" 1 25

International 1 Stock Foods, \$1 packages,	
per doz.	8 00
International Stock Foods, per pall	2 15
" " per bbl.	10 50
" Poultry " \$1 pkgs. per doz.	8 00
" Worm Powders, 50c. pkgs.	4 60
" Pine Healing Oil, per doz	9 00
" Pheno-Chloro, \$1 pkgs., per doz	6 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00
Also 25c. pkgs. at \$2 per doz. 50c. pkgs. 4 per doz.	

### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.	
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# Paterson's Wire Edged Ready Roofing

Fire-proof and Sanitary :  
Easy to put on :  
Hard to wear out :  
Don't cost much.

You have hundreds of Customers who require that kind of Roofing Material.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

CONDUCTOR PIPE.			GAUGES.			Clothes line, No. 61..			Cabinet.		
Plain or Corrugated.			Marking, Mortise, Etc.			Harnes.....			Eagle, discount 30 per cent.		
2-inch.....	per 100 feet	3 00	Wire Gauges.			Hat and coat.....			Padlocks.		
3 ".....	"	4 00	Stanley's, discount 50 to 55 per cent.			Chandelier.....			English and Am.....		
4 ".....	"	5 25	Winn's, Nos. 26 to 33.....each 1 65 2 40			Wrought Iron.			Eagle, discount 20 to 25 per cent.		
5 ".....	"	6 75	GILLET'S POWDERED LYE.			Wrought hooks and staples			MACHINE SCREWS.		
6 ".....	"	9 00	1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.			Wire.			Flat head, discount 25 per cent.		
CRADLES, GRAIN.			HALTERS.			Hat and coat, discount 60 per cent.			Round head, discount 20 per cent.		
Canadian, discount 20 to 25 per cent.			Rope, 1/2-inch.....per gross..... 9 00			Belt.....			<b>MALLETS.</b>		
CROSSCUT SAW HANDLES.			Rope, 3/4-inch....."..... 12 00			Screw, bright, discount 60 per cent.			Tinmith's.....per doz. 1 25 1 50		
S. & D., No. 3.....	per pair	0 17 1/2	Rope, 1 to 1 1/2-inch....."..... 14 00			<b>HORSE NAILS.</b>			Carpenters', hickory,..... 1 25 3 75		
S. & D., " 5.....	"	0 22 1/2	Leather, 1-inch.....per doz. 4 00			"P.B." Brand, 55 to 60 per cent.			Lignum Vitae..... 1 85 3 00		
S. & D., " 6.....	"	0 15	Leather, 1 1/2 "....."..... 5 20			"C" brand, 40, 10 and 7 1/2 per cent. off list			Caulking, each..... 0 60 2 00		
Boynton pattern.....	"	0 20	Web....."..... 2 45			"M" brand, 55, per cent.			<b>MATTOCKS.</b>		
DOOR SPRINGS.			HAMMERS.			"Monarch," 50 and 7 1/2 per cent.			Canadian.....per doz. 5 50 6 00		
Torrey's Rod.....	per doz.	1 85	Nail.			"Peerless" 50 per cent. dis.			<b>MEAT CUTTERS.</b>		
S. & D., " 9 to 11 in.....	"	0 95	Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.			<b>HORSESHOES.</b>			American, discount 3 1/2 per cent.		
English.....	"	2 00	Tack.			"P.B." brand, new pattern, base..... \$3 50			German, 15 per cen		
DRAW KNIVES.			Magnetic.....per doz. 1 10 1 20			"M." brand, base..... 3 65			Gem.....each.... 1 15		
Coach and Wagon, discount 50 per cent.		4 00	Canadian.....per lb. 0 07 1/2 0 08 1/2			Add 15c. Toronto, Hamilton, Guelph.			Discount 25 per cent.		
Carpenters' discount 60 and 10 per cent.			English and Canadian, per lb. 22 3 25			<b>JAPANNED WARE.</b>			Cut.....		
DRILLS.			Axe, 2nd growth, per doz. net 3 00 4 00			50 per cent.			2d..... 3 30 3 35		
Miller's Falls, per doz., net list.			Store door.....per doz. 1 00 1 50			PICKS.			3d..... 2 95 2 90		
DRILL BITS.			C. & B., discount 40 per cent., revised list.			Star.....per doz. 3 00 3 25			4 and 5d..... 2 70 2 65		
Morse, discount 37 1/2 to 40 per cent.			Hoe.			<b>KETTLES.</b>			6 and 7d..... 2 60 2 55		
Standard, discount 50 and 5 to 55 per cent.			C. & B., discount 40 per cent., revised list.			Brass spun 7 1/2 per cent. discount off new list.			8 and 9d..... 2 45 2 40		
FAUCETS.			Saw.			Copper.....per lb. 0 30 0 50			10 and 12d..... 2 40 2 35		
Common, cork-lined, discount 35 per cent.			American.....per doz. 1 00 1 25			American, 60 and 10 to 65 and 5 per cent.			16 and 20d..... 2 35 2 30		
EAVETROUGHS.			Plane.			F. o. b. Toronto.			30, 40, 50 and 60d (base)..... 2 30 2 25		
10-inch.....per 100 ft. 10 00			American.....per gross 3 15 3 75			Cut nails in carlots 5c. less.			Wire nails in carlots are \$2.20 (base).		
ELBOWS (stovepipe.)			Hammer and Hatchet.			Steel out nails 10c. extra.			Miscellaneous wire nails, discount 75 per cent.		
5 and 6-inch, common.....per doz. 1 20			Canadian, discount 40 per cent.			Coopers' nails, discount 30 per cent.			<b>NAIL PULLERS.</b>		
7-inch....."..... 1 35			<b>HANGERS.</b>			<b>NAIL SETS.</b>			Square, round and octagon,		
Polished, 15c. per dozen extra.			doz. pairs.			per gross..... 3 38			Diamond..... 1 00		
ESCUTCHEONS.			Steel barn door..... 8 00 10 00			<b>POULTRY NETTING.</b>			2-in. Mesh, 19 w.g., dis. 60 per cent.		
Discount 50 and 10 per cent., new list			Stearns, 4-inch..... 4 50			2-in. Mesh 16 w.g. and heavier, 50 p.c.			<b>OAKUM.</b>		
ESCUTCHEON PINS.			5-inch..... 6 00			U. S. Navy.....per 100 lb. .... 6 75			Plumbers..... 3 00		
Iron, discount 40 per cent.			Zenith..... 9 00			<b>OILERS.</b>			McClary's Model galvanized		
FACTORY MILK CANS.			Lape's covered—			oil can, with pump, 5 gallon,			per dozen..... 10 00		
Discount off revised list, 40 per cent.			No. 11, 5-foot run..... 8 40			Davidson oilers, discount 40 per cent.			Zinc and tin, discount 50, 50 and 10 per cent.		
FILES AND RASPS.			No. 12, 10-foot run..... 10 80			Copper.....per doz. 1 25 3 50			Brass..... 1 50 3 50		
Great Western.....70 and 10 per cent.			No. 12, 10-foot run..... 12 60			Malleable, discount 25 per cent.			<b>GALVANIZED PAIS.</b>		
Arcade.....70 " 10 "			No. 14, 15-foot run..... 21 00			Dufferin pattern pails, discount 47 1/2 per cent.			Flaring pattern, discount 47 1/2 per cent.		
Kearney & Foot.....70 " 10 "			Steel, covered..... 4 00 11 00			Galvanized washtrubs, discount 47 1/2 per cent.			<b>PIECED WARE.</b>		
Disston &.....70 " 10 "			" track, 1 x 3-16 in (100 ft)..... 3 75			Discount 40 per cent off list, June, 1899.			10-qt. flaring sap buckets, discount 40 per cent		
American.....70 " 10 "			" 1 1/2 x 3-16 in (100 ft)..... 4 75			6, 10 and 14-qt. flaring pails dis. 40 per cent.			Creamer cans, discount 40 per cent.		
J. Barton Smith.....70 " 10 "			<b>HARVEST TOOLS.</b>			<b>LANTERNS.</b>			<b>PICKS.</b>		
McClellan.....70 " 10 "			Discount 60 per cent.			Cold Blast.....per doz. 7 00			Per dozen..... 6 00 9 00		
Eagle.....70 " 10 "			<b>HATCHETS.</b>			No. 3, "Wright's"..... 8 50			PICTURE NAILS.		
Nicholson, 60 and 10 to 60, 10 and 5			Canadian, discount 40 to 42 1/2 per cent.			Ordinary, with O burner..... 4 00			Porcelain head.....per gross 1 35 1 40		
Royal.....80 " 10 "			Shingle, Red Ridge 1, per doz..... 4 40			Dashboard, cold blast..... 9 00			Brass head..... 0 40 1 00		
Globe.....70 to 75 "			2, "..... 4 85			No. 0..... 5 75			<b>PICTURE WIRE.</b>		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			Barrel, Underhill..... 5 00			Japanning, 50c. per doz. extra.			Tin and gilt, discount 75 per cent.		
Jowitt's, English list, 25 to 27 1/2 per cent.			<b>HAT ENAMEL.</b>			<b>LEMON SQUEEZERS.</b>			<b>PINE TAR.</b>		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			Henderson & Potts' "Anchor Brand"			Porcelain lined.....per doz. 2 20 5 60			1 pint in tins.....per gross.... 7 80		
GLASS.			Blind, Parker's, discount 60 per cent.			Galvanized....."..... 1 87 3 85			9 60		
Window. Box Price.			Heavy T and strap, 4-in., per lb..... 0 06 1/2			King, wood....."..... 2 75 2 90			<b>PLANES.</b>		
Size United	Per	D. Diamond	5-in., "..... 0 06			King, glass....."..... 4 00 4 50			Wood bench, Canadian discount 40 per cent.,		
Inches.	50 ft.	100 ft.	8-in., "..... 0 05 1/2			All glass....."..... 0 50 0 90			American discount 50 per cent.		
Under 26.....	3 80	5 06	10-in., "..... 0 05 1/2			<b>LAWN MOWERS FOR 1905.</b>			Wood, fancy Canadian or America 37		
26 to 40.....	4 00	5 44	Light T and strap, discount 65 and 5 per cent.			Woodyatt, 10 1/2 in., 14-in. cut \$ 8 50 to \$11 00			40 per cent		
41 to 50.....	4 50	6 56	Screw hook and hinge—			Star, 9-in..... 6 00 to 6 50					
51 to 60.....	4 75	7 50	6 to 10 in.....per 100 lb. .... 4 50			Daisy, 8-in..... 5 25 to 5 75					
61 to 70.....	5 00	8 82	12 in. up..... 3 25			Philadelphia, 7 1/2 in..... 6 00 to 7 50					
71 to 80.....	5 30	9 38	Spring, No. 20, per gro. pairs..... 10 50			Woodyatt, 10 1/2 in., ball bearing 13 25 to 18 00					
81 to 85.....		10 75	Spring, Woodyatt pattern, per gro., No. 5,			Grass Boxes..... 1 75 to 2 00					
86 to 90.....		12 30	\$17.50; No. 10, \$18; No. 20, \$10.80; No.			King Edw'd, 12-in., 14-in. cut 9 00 to 10 00					
91 to 95.....		15 00	120, \$20; No. 51, \$10; No. 50, \$27.50.			Discount, 50 per cent., with freight conces-					
96 to 100.....		18 00	<b>HOES.</b>			sions in quantity shipments.					
			Garden, Mortar, etc., discount 60 per cent.			<b>LOCKS.</b>					
			Planter.....per doz. 4 00 4 50			Canadian, 50 to 50 and 10 per cent.					
			<b>HOLLOW WARE.</b>			Russell & Erwin.....per doz.					
			Tinned cast, 35 per cent.								
			<b>HOOKS.</b>								
			Cast Iron.								
			Bird cage.....per doz. 0 50 1 10								



RETURNED  
190  
Cut Book 30  
Page 64  
SYSTEMS  
DEVICES



## NEW OFFICE and SHOWROOM

97-105 Wellington W., (near York St.) Come and see us.

## Business Furniture--Office Systems.

In our new showrooms we have the most complete line of Business Furniture and Office Labor Saving devices for correspondence and record filing in Canada. We want your inspection. We may learn something from you, and we know that you will benefit from your inspection here.

The Majority of great things are accomplished by simple methods. Red Tape and Cumbersome methods are eliminated by our Office Systems.

## THE OFFICE SPECIALTY MFG. CO.,

LIMITED

97-105 Wellington St. W., (near York St.) TORONTO

FACTORIES--NEWMARKET.

BRANCHES Montreal, Winnipeg, Ottawa, Halifax and Quebec.

### PLANE IRONS.

English ..... per doz. 2 00 5 00

### PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount

37 1/2 to 40 per cent.

Button's imitation ..... per doz. 5 00 9 00

German ..... 0 60 0 60

### PRESSED SPIKES.

Discount 20 per cent.

### PULLEYS.

Hothouse ..... per doz. 0 55 1 00

Axle ..... 0 22 0 33

Screw ..... 0 27 1 00

Awning ..... 0 35 2 50

### PUMPS.

Canadian cistern ..... 1 80 3 60

Canadian pitcher spout ..... 1 40 2 10

### PUNCHES.

Saddler's ..... per doz. 1 00 1 85

Conductor's ..... 3 00 15 00

Finners, solid ..... per set 0 72

" hollow ..... per inch 1 00

### RAKES.

Wood ..... per doz. net 1 20 up.

### RAZORS.

per doz.

Elliot's ..... 4 00 18 00

Geo. Butler's & Co.'s ..... 4 00 18 00

Boker's ..... 7 50 11 00

" King Cutter ..... 13 50 18 50

Wade & Butcher's ..... 3 60 10 00

Carbo Magnetic ..... 15 00

Grifton Barber's Favorite ..... 10 75

Grifton No. 65 ..... 13 00

Grifton Safety Razors ..... 13 50

Grifton Shaving Machines ..... 13 50

Lewis Bros. "Klean Cutter" ..... 8 50 10 50

Hindoo ..... 10 50 14 00

Orgestoom's Swedish ..... 3 50 10 00

Henckel's ..... 7 50 20 00

Clauss, 50 and 10 per cent.

Clauss Strops, 50 and 10 per cent.

### REGISTERS.

Discount 40 per cent.

### RIVETS AND BURRS.

Iron Rivets, black and tinned, 60 and 10 p.c.

Iron Burrs, discount 60 and 10 per cent.

Copper Rivets, with usual proportion burrs, 45 per cent.

Copper Burrs only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.

### RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

### ROPE, ETC.

Sisal ..... 0 11

Pure Manila ..... 0 14 1/2

"British" Manila ..... 0 11

Cotton, 3-16 inch and larger ..... 0 21 0 23

" 5-32 inch ..... 0 25 0 27

" 1 inch ..... 0 25 0 28

Russia Deep Sea ..... 0 16

Jute ..... 0 09

Lath Yarn, single ..... 0 10

" double ..... 0 10 1/2

Sisal bed cord, 48 feet ..... per doz. 0 65

" 60 feet ..... 0 80

" 72 feet ..... 0 95

### RULES.

Boxwood, discount 70 per cent.

Ivory, discount 20 to 25 per cent.

### SAD IRONS.

Mrs. Potts, No. 55, polished ..... per set 0 80

" No. 50, nickle-plated, ..... 0 90

Common, plain ..... 4 50

" plated ..... 5 50

### SAND AND EMERY PAPER.

E. & A. sand, discount, 40 and 5 per cent

Emery, discount 40 per cent.

Carborund (Rutten's). 5 to 10 per cent. advance on list

### SAP SPOUTS.

Bronzed iron with hooks ..... per 1,000 7 50

"Eureka" tinned steel, hooks ..... 8 00

### SAWS.

Hand, Disston's, discount 12 1/2 per cent

S. & D., discount 40 per cent.

Crosscut, Disston's, ..... per foot 0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete ..... each 0 75 2 75

" frame only ..... each 0 50 1 25

### SASH WEIGHTS.

Sectional ..... per 100 lb. 2 00 2 25

Solid ..... 1 50 1 75

### SASH CORD.

Per lb. .... 0 28 0 30

### SAW SETS.

per doz.

Lincoln and Whiting ..... 4 75

Hand Sets, Perfect ..... 4 00

X-Cut Sets, ..... 7 50

### SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne--

Imperial Standard, discount 40 per cent.

Weight Beams, discount 35 per cent.

Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.

" Dominion, discount 55 per cent.

Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.

" Champion, discount 50 per cent.

" Weightbeams, discount 35 per cent.

### SCREW DRIVERS.

Sargent's ..... per doz. 0 65 1 00

### SCREEN DOORS.

Common doors, 2 or 3 panel, walnut

stained, 4-in. style ..... per doz. 6 50

Common doors, 2 or 3 panel, yellow and

green stained, 4-in. style ..... per doz. 6 75

Common doors, 2 or 3 panel, in natural

colors, oil finish ..... per doz. 8 75

3-in. style 20c. per dozen less.

### SCREWS.

Wood, F. H., bright and steel, discount 87 1/2

Wood, R. H., bright, dis. 87 1/2 per cent.

" F. H., brass, dis. 80 per cent.

" R. H., " dis. 75 per cent.

" F. H., bronze, dis. 75 per cent.

" R. H., " dis. 70 per cent.

Drive Screws, dis. 87 1/2 per cent.

Bench, wood ..... per doz. 3 25 4 00

" iron ..... 4 25 5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

### SCYTHES.

Per doz. net ..... 6 00 9 00

### SCYTHE SNATHS.

Canadian, discount 40 per cent.

### SHEARS.

Clauss, nickel, discount 80 per cent.

Clauss, Japan, discount 87 1/2 per cent.

Clauss, tailors, discount 40 per cent.

Seymour's, discount 50 and 10 per cent.

### SHOVELS AND SPADES.

Canadian, discount 45 per cent.

### SINKS.

Castiron, 16 x 24 ..... 0 85

" 18 x 30 ..... 1 00

" 18 x 36 ..... 1 40

### SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews ..... 4 50 11 50

### SOLDERING IRONS.

1, 1 1/2-lb. .... per lb. 0 37

2-lb. or over ..... 0 34

### SQUARES.

Iron, No. 492 ..... per doz. 1 90 2 25

" No. 493 ..... 2 40 2 55

" No. 494 ..... 3 25 3 40

Steel, discount 60 and 5 to 65 per cent.

Try and Bevel, discount 50 to 52 1/2 per cent.

### STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off re-

vised list.

Retinned, discount 75 per cent. off revised list

### STAPLES.

Galvanized ..... 3 00

Plain ..... 2 80

Coopers, discount 45 per cent.

Poultry netting staples, discount 40 per cent.

### STOCKS AND DIES.

American discount 25 per cent.

### STONE.

Washita ..... per lb. 0 28 0 60

Hindustan ..... 0 06 0 07

" slip ..... 0 09 0 09

Labrador ..... 0 13

" Axe ..... 0 15

Turkey ..... 0 50

Arkansas ..... 1 50

Water-of-Ayr ..... 0 10

Scythe ..... per gross 3 50 5 00

Grind, 40 to 200 lb., per ton ..... 25 00

" under 40 lb., ..... 28 00

" 200 lb. and over ..... 31 00

### STOVEPIPES.

5 and 6 inch, per 100 lengths ..... 7 00

7 inch ..... 7 50

### TACKS, BRADS, ETC.

Carpet tacks, blue ..... 80 and 15

" tinned ..... 80 and 20

" (in kegs) ..... 40

Cut tacks, blue, in dozens only ..... 80

" 1/2 weights ..... 60

Swedes cut tacks, blue and tinned--

In bulk ..... 80 and 10

In dozens ..... 75

Swedes, upholsterers', bulk ..... 85, 12 1/2 and 12 1/2

" brush, blue and tinned

bulk ..... 70

Swedes, gimp, blue, tinned and

janned ..... 75 and 12 1/2

Zinc tacks ..... 35

Leather carpet tacks ..... 55

Copper tacks ..... 50

Copper nails ..... 52 1/2

Trunk nails, black ..... 65 and 5

Trunk nails, tinned ..... 65 and 10

Clout nails, blue ..... 65 and 5

Chair nails ..... 35

Patent brads ..... 40

Fine finishing ..... 40

Lining tacks, in papers ..... 10

" in bulk ..... 15

" solid heads, in bulk

Saddle nails, in papers ..... 15

" in bulk ..... 15

Tufting buttons, 22 line, in doz-

ens only ..... 60

Zinc glaziers' points ..... 5

Double pointed tacks, papers ..... 90 and 10

" bulk ..... 40

Olinch and duck rivets ..... 45

### TAPE LINES.

English, ass skin ..... per doz. 2 75 5 00

English, Patent Leather ..... 5 50 9 75

Chesterman's ..... each 0 90 2 85

" steel ..... each 0 80 8 00

### TINNERS' SNIPS.

Per doz. discount ..... 3 00 15 00

Clauss, discount 35 per cent.

### THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

Game, Newhouse, discount 25 per cent.

Game, H. & N., P. S. & W., 65 per cent.

Game, steel, 72 1/2, 75 per cent.

### TROWELS.

Disston's, discount 10 per cent.

German ..... per doz. 4 75 6 00

S. & D., discount 35 per cent.

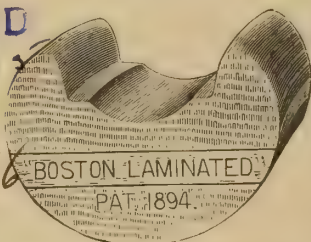


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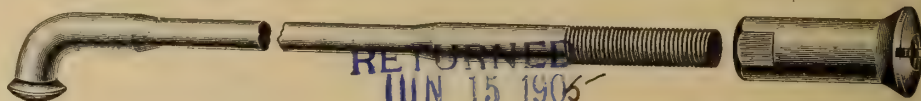
To Owner  
and Book 3  
Page 53



**RIMS**—We supply Crescent or Dunlop styles in wood; and Dunlop style in steel, of both enamel or nickel finish.

## Spokes and Nipples.

Standard sizes—second to none in quality and finish.



**HUBS**—The celebrated 'Knock-out' axle—also the plain Hub—Both Guaranteed.

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## CANADA CYCLE & MOTOR CO., Limited

TORONTO JUNCTION

## INDEX TO ADVERTISERS.

<b>A</b>	<b>E</b>	<b>L</b>	<b>Q</b>
Acme Lathe & Products Co. .... 53	Enterprise Mfg. Co. .... 68	Leslie, A. C., & Co. .... 37	Queen City Oil Co. .... 49
Alabastine Co. .... 48	Erie Specialty Co. .... 68	Lewis Bros. & Co. .... 3	
Batty Stove and Hardware Co. .... 47		Lewis, Rice, & Son .... inside front cover	<b>R</b>
Berry Bros. .... 25	<b>F</b>	Lockery & McComb. .... 57	Ramsay, A., & Son Co. .... 10, 25
Bird, J. A. & W., & Co. .... 1	Falkiner, H. F. .... 54	London Rolling Mill Co. .... inside back cover	Rattray, D., & Son. .... 47
Birkett, Thos., & Son Co. .... 1	Fairbanks Co. .... 9	Lufkin Rule Co. .... inside back cover	Ridgely Trimmer Co. .... 61
Booth Copper Co. .... 6	Frothingham & Workman. .... 9	Luxfer Prism Co. .... 59	
Boss Machine Co. .... 8		Lysaght, John. .... outside front cover	<b>S</b>
Bradstreet's. .... 68	<b>G</b>	<b>M</b>	Sadler & Haworth .... outside back cover
Bullard Automatic Wrench Co. .... 23	Gibb, Alexander .... 57	Mackenzie Bros. .... 38	Samuel, M. & L. Benjamin, & Co. .... 2
Butler, Geo., & Co. .... 51	Gies, Philip. .... 23	Maple Leaf Harvest Tool Co. .... 5	Sanderson-Harold Co. .... 59
	Gilbertson, W., & Co. .... 38	Mast, J. M., Mfg. Co. .... 10	Scott, Greenwood & Co. .... 55
<b>B</b>	Glauber Brass Co. .... 22	Maxwell, D., & Sons. .... 6	Sells Commercial. .... 54
Barnett, G. & H. Co. .... outside back cover	Greening, B., Wire Co. .... 7	Metal Shingle and Siding Co. .... 61	Seymour, Henry T., Shear Co. .... 10
Berry Bros. .... 23	Greene, B., Wire Co. .... 7	Metallic Roofing Co. .... 38	Seymour, Henry T., Shear Co. .... 10
Bird, J. A. & W., & Co. .... 1	Grove Chemical Co. .... 49	Morton, B. K., & Co. .... 37	Sharratt & Newth. .... 10
Birkett, Thos., & Son Co. .... 1	Gurney Foundry Co. .... 55	Morrison, James, Brass Mfg. Co. .... 20	Shaw, A., & Son. .... 10
Booth Copper Co. .... 6	Gutta Percha and Rubber Mfg. Co. .... outside back cover	Morrow, John, Machine Screw Co. .... 38	Sherwin-Williams Co. .... 17
Boss Machine Co. .... 8		<b>Mc</b>	Silberstein, A. L., & Co. .... 1
Bradstreet's. .... 68	<b>H</b>	McArthur, Alex., & Co. .... 63	Silica Barytic Stone Co. .... 61
Bullard Automatic Wrench Co. .... 23	Hanover Portland Cement Co. .... 61	McArthur, Cornelle & Co. .... 51	Solarine Metal Polish. .... 54
Butler, Geo., & Co. .... 51	Harrington & Richardson Arms Co. .... 53	McCaskill, Dougall & Co. .... 49	Standard Ideal Sanitary Co. .... 20
	Heinisch, R., Sons Co. .... 10	McClary Mfg. Co. .... 4, 30	Standard Paint and Varnish Works. .... 49
<b>C</b>	Henderson, J. A. .... 55	McDougall, R., Co. .... 37	Stanforth & Co. .... 8
Canada Cycle and Motor Co. .... 66	Hobbs Mfg. Co. .... 59	McGregor-Banwell Fence Co. .... 54	St. George, H. E. .... 49
Canada Foundry Co. .... 53	Howland, H. S., Sons & Co. .... 19		Summers, John, & Sons. .... 6
Canada Horse Nail Co. .... 51	Hyde, F. & Co. .... 37	<b>N</b>	
Canada Iron Furnace Co. .... 37		Newman, W., & Sons. .... 57	<b>T</b>
Canada Metal Co. .... 53	<b>I</b>	North Bros. Mfg. Co. .... 1	Taylor-Forbes Co. .... outside front cover
Canada Paint Co. .... 50	Imperial Varnish and Color Co. .... 46	Nova Scotia Steel and Coal Co. .... 37	Technical Book Advt. .... 10
Canada Paper Co. .... 55	International Stock Food Co. .... inside back cover	<b>O</b>	Thompson, B. & S. H., Co. .... outside back cover
Canadian Aluminum Works. .... 9	Iver Johnson Arms and Cycle Works. .... 18	Oakey, John, & Sons. .... 54	Thorne, R. E. .... 22
Canadian Cordage and Mfg. Co. .... 12		Office Specialty Mfg. Co. .... 65	Turnbull & Henderson. .... 57
Canadian Rubber Co. .... 9	<b>J</b>	Oneida Community .... inside back cover	
Canadian Sewer Pipe Co. .... 22	Jackson, C. F., & Co. .... 37	Ontario Lantern and Lamp Co. .... 38	<b>U</b>
Clauss Shear Co. .... 53	Jardine, A. B., & Co. .... 22	Ontario Silver Co. .... 6	Utica Drop Forge & Tool Co. .... 23
Consolidated Plate Glass Co. .... 49	Jenking, A. O. .... 61	Ontario Tack Co. .... 16	
Consumers' Cordage Co. .... 11	Johnston, Rd., Clapham & Morris. .... 6	Ontario Wind Engine and Pump Co. .... 53	<b>W</b>
Contract Record. .... 57	<b>K</b>	Owen Sound Wire Fence Co. .... 7	Wallace Barnes Co. .... 38
Covert Mfg. Co. .... 57	Kemp Mfg. Co. .... 23		Walter, E. F., & Co. .... 4
Cullen, Orlan Clyde. .... 6	Kerr Engine Co. .... 23	Page Hersey Iron and Tube Co. .... 23	Welsh Tinplate & Metal Stamping Co. .... 45
Cutta, O. M., & Co. .... 55		Page Wire Fence Co. .... 38	Western Wire Nail Co. .... 38
		Patterson Mfg. Co. .... 64	Wilcox Mfg. Co. .... 25
<b>D</b>		Pedlar People. .... 57	Wright, E. T., & Co. .... 55
Davidson, Thos., Mfg. Co. .... 2		Penberthy Injector Co. .... 25	
Dean & Son. .... 45		Phillips, Chas. D. .... 53	
Deseronto Iron Co. .... 37			
Dods, J. D., & Co. .... 49			
Dominion Belting Co. .... 53			
Dominion Wire Mfg. Co. .... 30			
Dorken Bros. & Co. .... outside front cover, 6			
Dowdell Mfg. Co. .... 4			



## CLASSIFIED LIST OF ADVERTISEMENTS.

**Accountants and Auditors.**

Hoskins, David, Toronto.  
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Luxfer Prism Co., Toronto.  
McArthur, Corneille & Co., Montreal.  
McCaskey, Dougall & Co., Montreal.  
Merrick, Anderson & Co., Winnipeg.  
Nobles & Hoare, London, Eng.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Rattray, D., & Sons, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works, Windsor, Ont.  
Thorne, R. E., Montreal.

**Painters Tools and Supplies.**

United Factories, Toronto.

Waggoner Ladder Co., London, Ont.

**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**

Bullard Automatic Wrench Co., Providence, R.I.  
Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gies, Philip, Berlin, Ont.  
Jardine, A. B., & Co., Hespeler, Ont.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Page-Hersey Iron & Tube Co., Guelph.  
Standard Ideal Sanitary Co., Port Hope.

**Portland Cement.**

Hanover Portland Cement Co., Hanover, Ont.

Hyde, F., & Co., Montreal.

Thompson, B. & S. H., & Co., Montreal.

**Poultry Netting.**

Page Wire Fence Co., Walkerville, Ont.

Greening, B., wire Co., Hamilton, Ont.

**Refrigerators.**

Davidson, Thos., Mfg. Co., Montreal.

Ham & Nott Co., Brantford, Ont.

Sanderson-Harold Co., Paris, Ont.

**Roofing Supplies.**

Bird, J. A. & W., & Co., Boston.  
Jenking, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.

**Saws**

Disston, Henry, & Sons, Philadelphia, Pa.

Shurly & Dietrich, Galt, Ont.

**Sap Buckets and Spouts.**

Kemp Mfg. Co., Toronto.

Taylor-Forbes Co., Guelph, Ont.

**Scales.**

Fairbanks Co., Montreal and Toronto.

Gurney Scale Co., Hamilton, Ont.

New-Warren Scale Co., Montreal.

**Screen Doors and Windows.**

Sanderson-Harold Co., Paris, Ont.

United Factories, Toronto.

**Screws, Nuts, Bolts.**

Acme Lathe Products Co., Manchester, Eng.

Bayliss, Jones & Bayliss, Wolverhampton, Eng.

Canada Foundry Co., Toronto.

Morrow, John, Machine Screw Co., Ingersoll, Ont.

**Sewer Pipes.**

Canadian Sewer Pipe Co., Hamilton

Hyde, F., & Co., Montreal.

**Shelf Boxes.**

Bennett Mfg. Co., Pickering, Ont.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Ship Chandlery.**

Lewis, Rice, & Son, Toronto.

**Silver-Plated Ware.**

Ontario Silver Co., Niagara Falls.

**Sporting Goods.**

Fisher, A. D., Toronto.

Lewis, Rice, & Son, Toronto.

**Stable Fixtures.**

Greening, B. Wire Co., Hamilton, Ont.

Oneida Community Co., Niagara Falls, Ont.

Metal Shingle & Siding Co., Preston, Ont.

**Stamps, Stencils, etc.**

Superior Mfg. Co., Toronto.

**Steel Rails.**

Algoma Steel Co.—Drummond, McCall & Co., Agents, Montreal.

Jackson, O. F., & Co., Vancouver, B.C.

Morton, B. K., & Co., Sheffield, Eng.

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

**Stock Food.**

Colonial Stock Food Co., Toronto.

International Stock Food Co., Toronto.

**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Store Lighting.**

Auer Light Co., Montreal.

Grose, Walter, Montreal.

**Stoves and Tinware, Radiators, Furnaces, etc.**

Batty Stove & Hardware Co., Toronto.

Canadian Heating & Ventilating Co., Owen Sound.

Davidson, Thos., Mfg. Co., Montreal.

Gies, P., Berlin, Ont.

Guelph Foundry Co., Guelph.

Gurney Foundry Co., Toronto.

Kemp Mfg. Co., Toronto.

McClary Mfg. Co., London.

St. Arnaud Freres, Montreal.

Stewart James Mfg. Co., Woodstock.

Telephone City Stoves, Brantford.

Wright, E. T., & Co., Hamilton.

**Stove Polish.**

St. Arnaud Freres, Montreal.

**Tacks.**

Ontario Tack Co., Hamilton.

Peck Rolling Mills Co., Montreal.

**Traps.**

Mast, J. M., Mfg. Co., Lititz, Pa.

**Vises.**

Lamplough, F. W., & Co., Montreal.

**Wall Coating.**

Alabastine Co., Paris, Ont.

**Wall Paper.**

Stanton's Limited, Toronto.

**Wall Paper Trimmer.**

Ridgeley Trimmer Co., Springfield.

**Warehouse Trucks.**

Fairbanks Co., Montreal.



# STANDARD "ENTERPRISE"

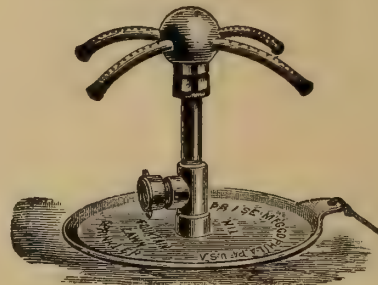
## ICE SHREDDERS

For Shaving Ice, Coarse or Fine.



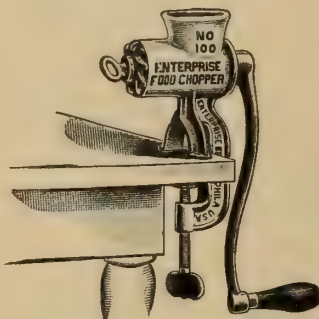
No. 33, Tinned,	-	\$6.00
No. 34, Nickeled,	-	15.00

## LAWN SPRINKLER



No. 1,	-	\$3 50
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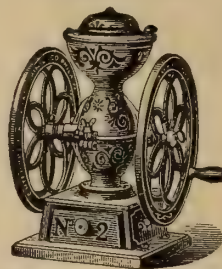
## FOOD CHOPPERS



No. 100	-	\$1.50
No. 300	-	2.25

## Rapid Grinding and Pulverizing Mills

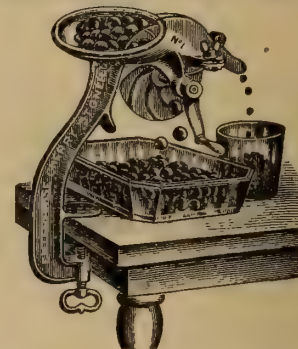
45 Sizes and Styles for Hand, Steam and Electric Power.



No. 2,	-	\$3.75
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## CHERRY STONERS

5 Sizes and Styles, Tinned or Japanned



No. 1,	-	\$7.50 per Doz.
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CATALOGUE MAILED FREE.

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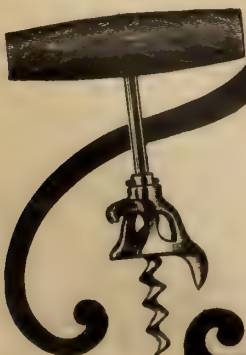
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Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

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## LUFKIN

## MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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London Office and Warehouse—48 Lime St.      New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

## See Here, Friend,


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Do you know what you are letting go by you? Here we are offering you an agency for your section for

### INTERNATIONAL STOCK FOOD

—a snap, a money-maker from the word go, an absolutely "sure thing." We'll help you tooth and nail to sell it. We are practically offering you good money—and you haven't even reached out a hand for it. Write us a card—that's all—and we'll tell you all about it.

**INTERNATIONAL STOCK FOOD CO.**  
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Illustration shows the  
**NIAGARA WIRE LINK**  
OPEN RING TYPE

Also made in CLOSED RING, THREE CHAIN  
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Oneida Community Cow Ties can be had of all the leading jobbers. We invite correspondence where any difficulty is experienced in obtaining our goods.

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NIAGARA FALLS, ONT.



Est. 1888.  Inc. 1895.

**Black Diamond File Works**  
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 PHILADELPHIA  
 Twelve  Medals

Awarded  
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**International Expositions**  
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For use in highest pressures for Steam, Hot or Cold Water and Air. Packs equally well for all. No trouble with leaky joints when they are packed with **"REDSTONE."** The most satisfactory packing on the market. Try a sample lot and be convinced of its merits.

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Prices on application to

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 LIMITED  
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**SADLER & HAWORTH**

*"Extra"* *"Standard"*

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**OUR BELTS**  
 save your Machinery.  
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**WAREHOUSES & FACTORIES**  
 AT  
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A Weekly Newspaper devoted to the Hardware, Metal, Machinery,  
Heating and Plumbing Trades in Canada.

VOL. XVII.

MONTREAL AND TORONTO, MARCH 4, 1905

NO. 9

**EMERSON'S**  
**CUTLERY.**

CARVERS  
CASED GOODS  
TABLE CUTLERY

TRADE MARKS  
THE MURRAY  
THE INVICTA  
EL DORADO  
CAMBRIDGE & CO.  
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FOR SALE BY LEADING WHOLESALE HOUSES.

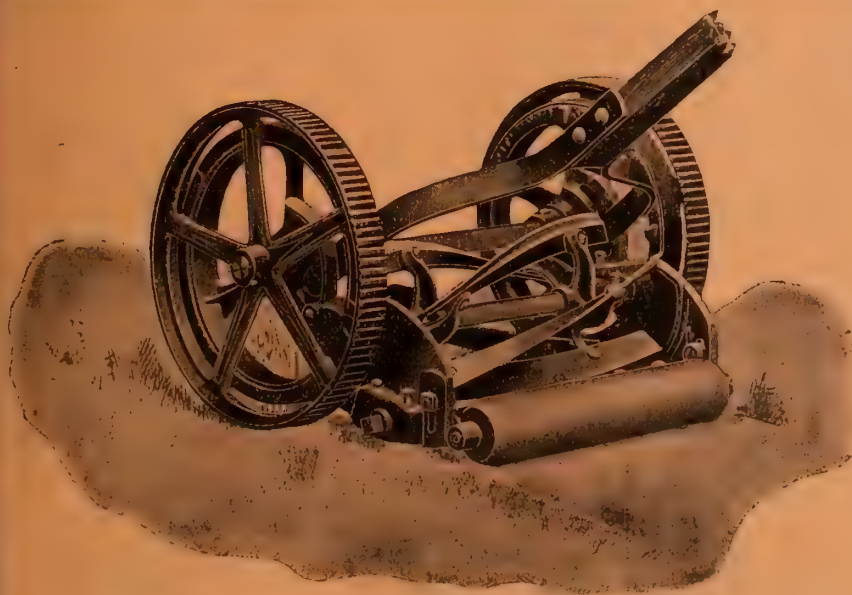
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The favorites with Stove Makers.

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For particular people. Will stand any work.

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## If You Sell Lawn Mowers

## "Woodyatt"

is the very best one you can furnish to your customers. *Made in Canada. Highest grade throughout.* Will outwear any two United States machines. Can be had from your jobber. Repairs quickly and cheaply had. Send for our 1905 Catalogue "C." It will help you make up your order for Lawn Mowers. *All our Mowers are substantially guaranteed.*

# Taylor-Forbes Company

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The Largest Manufacturers of Hardware in Canada.

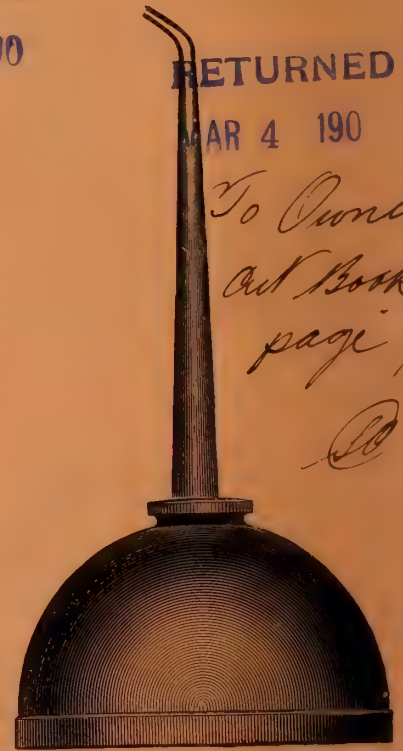
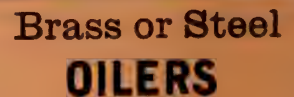
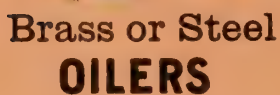
LIMITED.

**GUELPH, CANADA**



# STEAM PACKINGS

**GUM SHEET PACKING      RAINBOW PACKING**  
**GARLOCK GASKETS AND RINGS**  
**FLAX                      SOAPSTONE                      ASBESTOS**  
**PACKINGS**



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To Owner  
Aut Book 30  
page 92  
- 20 -

**RICE LEWIS & SON**  
**LIMITED**  
**TORONTO.**



# BAYLISS, JONES & BAYLISS, LD.

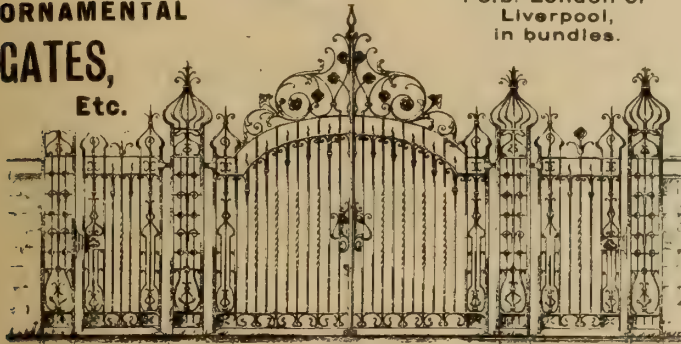
MANUFACTURERS OF  
PATENT SELF-ADJUSTING, ROUND-BAR, UNCLIMBABLE  
**RAILING.**  
No. F251B, with BLUNT POINTS.



PLAIN AND  
ORNAMENTAL  
GATES,  
Etc.

List free.

Suits level also undulating ground.  
Price from 4s. 9d.  
per lineal yard,  
f.o.b. London or  
Liverpool,  
in bundles.



Also Manufacturers of IRON AND WIRE FENCING,  
BOLTS, PATENT NUTS, TIE-BARS, Etc. Catalogue Free.

VICTORIA WORKS:— **WOLVERHAMPTON, (ENGLAND).**  
LONDON OFFICES AND SHOWROOMS: 139 and 141 CANNON ST., E.C.

Don't forget to get our  
prices for

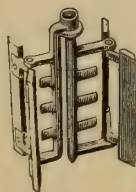
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BEFORE BUYING

Lawn Mowers, Lawn Rakes,  
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Builders' and Lumbermen's Supplies Always  
on Hand

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OTTAWA, ONT. LIMITED



### "AMERICAN" (2 in 1) TWIN FREEZERS

Freezes two flavors of Ice Cream or an Ice or Sherbet  
and Ice Cream at one and same time, in one Freezer.  
Something entirely new. Never done before.

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.

"LIGHTNING"



"GEM"

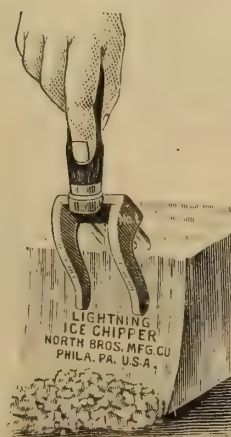


"BLIZZARD"



**THE BEST ICE CREAM FREEZERS** in practical use, because convenient,  
ice and salt, run easily, freeze quickly, compact in size, use smallest amount of  
with little bother and less work. produce smoothly frozen creams or desserts

**THE ONLY FREEZERS MADE** having Cedar Pails with Electric Welded Wire Hoops,  
Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.



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ICE CHIPPERS



"CROWN"  
ICE CHIPPERS

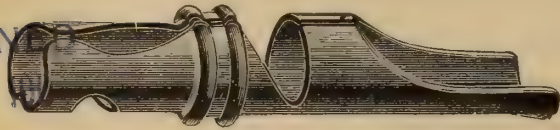


"GEM"  
ICE SHAVER



# SAP SPOUTS

## STEEL

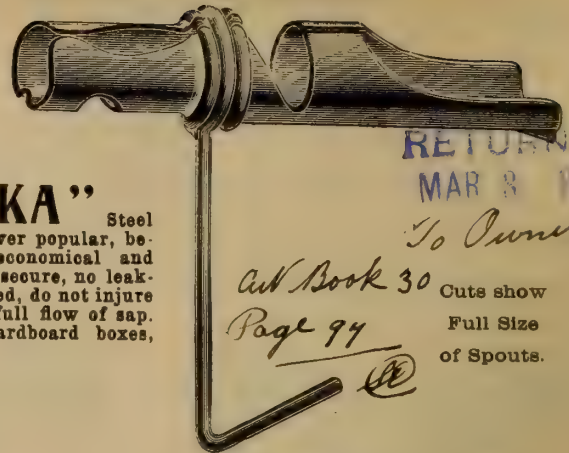


Supplied with or without hooks

### THE "EUREKA"

Steel Sap Spouts are ever popular, because they are economical and durable, safe and secure, no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

Patented 1896



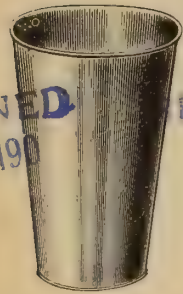
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MAR 8 1905

To Owner

Cut Book 30

Page 94

Cuts show  
Full Size  
of Spouts.



Long Pattern

## SAP BUCKETS

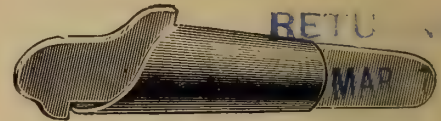
SUBSTANTIALLY MADE



Western Pattern

Prices  
and  
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on  
Application.

### "IMPERIAL" TAPERED



Made from heavy tinned sheets  
especially adapted

FOR COVERED  
SAP  
BUCKETS

SLIGHTLY FLARING, FITS CLOSELY TO THE TREE  
AND WILL NOT OVERFLOW UNTIL NEARLY FULL.

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Why hesitate in placing with us your Next Season's Order for HURD'S and MANN'S Axes.

They are the quality, the kind you should sell.

They bring new customers to your store, and the old ones back again.

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Double Bit in Michigan.



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They are separately tempered by hand. They have a perfectly uniform temper that those tempered on the cheapest collective plan can never acquire:

Mann's Special Pattern, Double Bit.

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QUALITY is in the lead.

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Always address the Executive Office at Montreal

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**M o n t r e a l**

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# HILGER'S HARDWARE

## Guaranteed Best Quality

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**E. F. WALTER & CO., MONTREAL**

166 - 168 MCGILL STREET



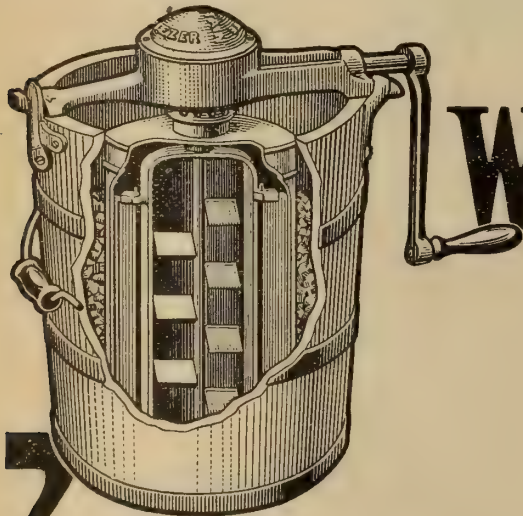
## HOLLOW-WARE

**PRESSED,  
STAMPED, and  
MACHINE-MADE.**
**ENAMELLED, TINNED, GALVANIZED and JAPANNED**

We manufacture every description of Hollow-ware, and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our Illustrated lists

**The Welsh Tinplate & Metal Stamping Co., Ltd.**  
**LLANELLY, WALES**



## THE WHITE MOUNTAIN FREEZER

The

### Ice Cream Maker

**Par  
Excellence**

*Three Motions inside the Can. Two Separate Dashers.  
Produces the Greatest Quantity of Quality, Quickly.  
The Freezer that is Most Advertised, Best Known and  
Best Liked. Endorsed by and Sold by Leading Jobbers  
Everywhere. Catalogue for the Asking.*

### The McClary Manufacturing Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, and ST. JOHN, N.B.

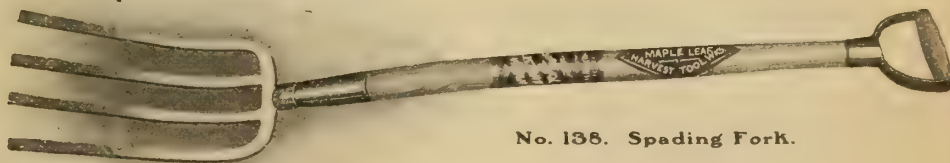


# Have You Seen Them ?

For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



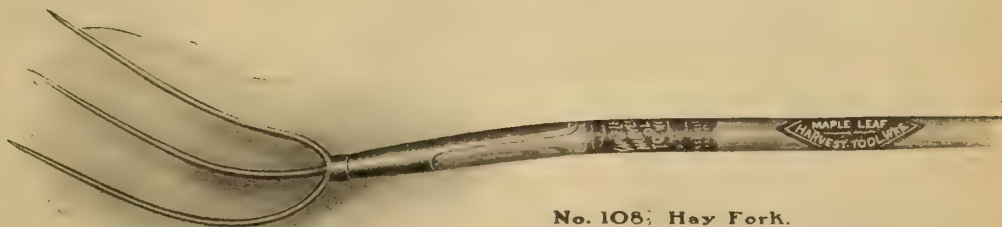
No. 122. Manure Fork.



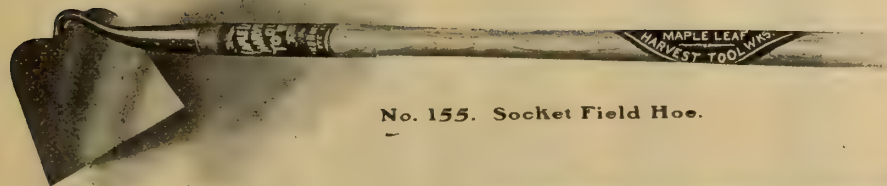
No. 135. Spading Fork.



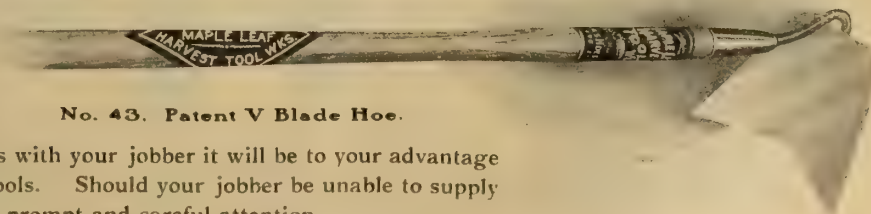
No. 243. Beet Fork.



No. 108. Hay Fork.



No. 155. Socket Field Hoe.



No. 43. Patent V Blade Hoe.

## TO THE HARDWARE TRADE—

When placing your order for harvest tools with your jobber it will be to your advantage to specify for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

**The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.**



**ONTARIO SILVER CO.,**

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Ask your Jobber the price of

**"Windmill Best"**  
Galvanized Sheets

You will then wonder why you did not buy them before, as quality is first-class and prices low.

Made by

**J. Summers & Sons, Limited**

STALYBRIDGE, ENG.

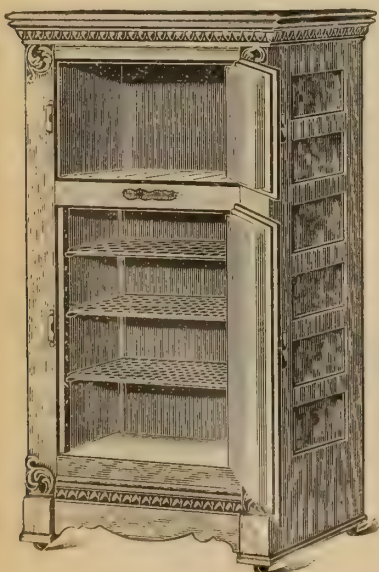
Agent

**F. HANKIN, - Montreal****Buy the Best.****HERCULES**

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

ALL Leading Dealers handle the Best and Largest Line of Refrigerators on the market. That's OURS  
**HAM & NOTT CO., Limited, BRANTFORD, ONT**  
WRITE FOR CATALOGUE.

Steel Frame Support.

**DAVID MAXWELL & SONS**

ST. MARYS, ONT., CANADA.

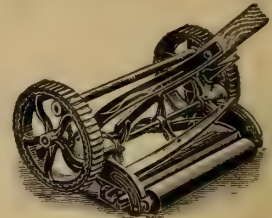
**"Maxwell Favorite Churn."****PATENTED FEATURES:**

Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

**Lawn Mowers.**

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.****MAXWELL MOWER**

8-in. Low Wheel.

**Wheelbarrows.**

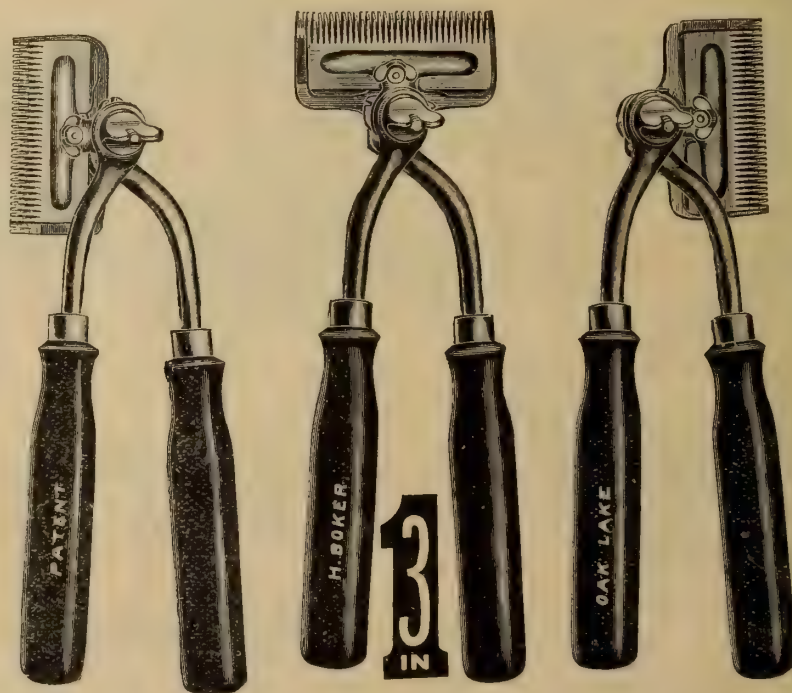
In Four Different Sizes.

**RD. JOHNSON, CLAPHAM & MORRIS, LTD., MANCHESTER, ENGLAND**Before you place your orders for **GALVANIZED, CORRUGATED AND DEAD FLAT SHEETS, CANADA AND STOVE PLATES, COKE AND CHARCOAL TIN PLATES, BAR, HOOP AND SHEET IRON OR WIRE RODS**, ask us for quotation.

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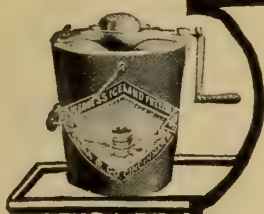
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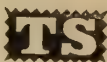
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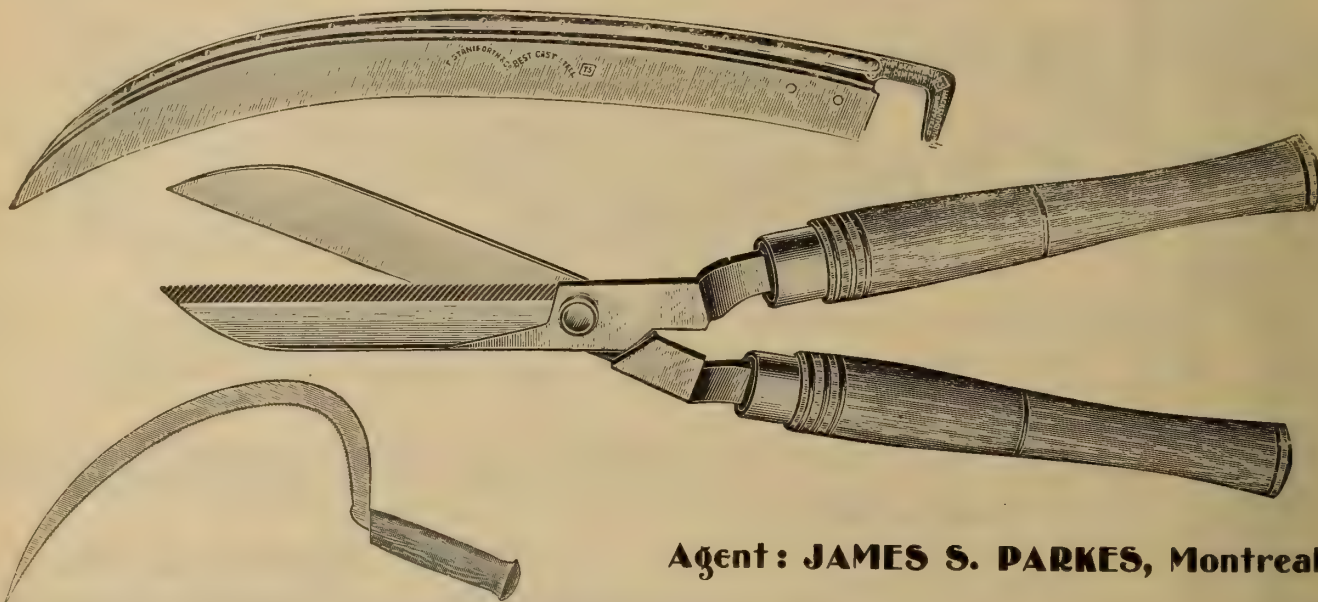
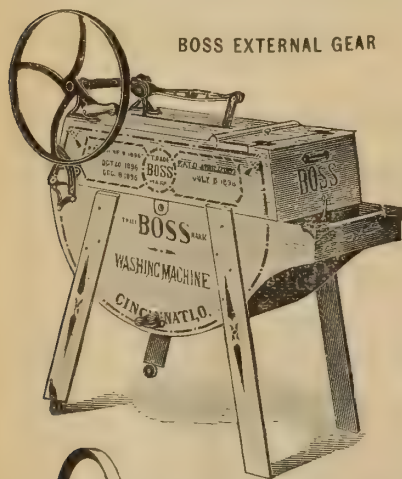
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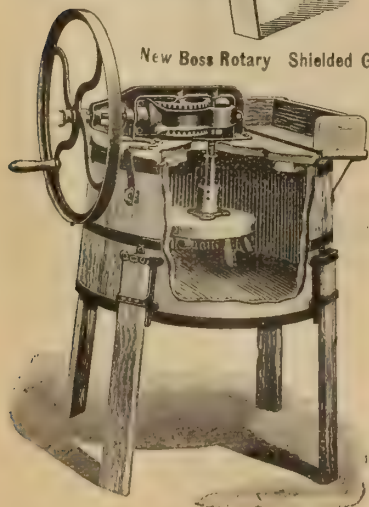
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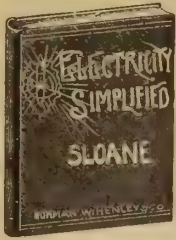
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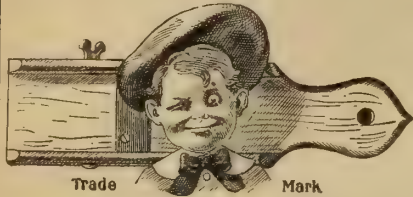
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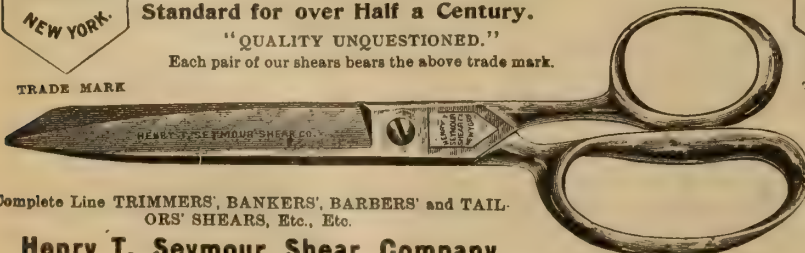
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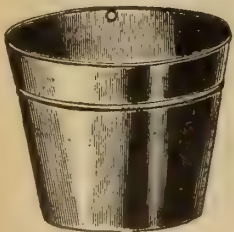
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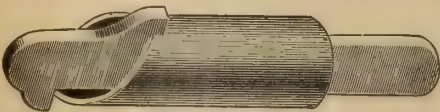
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# Power as a Factor in Manufacturing

By J. C. Armer

**I**N these days of keen competition among manufacturers, it is essential that nothing be done haphazard with the hope that it will be all right; it is essential that the manufacturer know exactly what he is doing, or he cannot meet competition with an assurance of success. This is said to be an age of science, and being that, it is necessarily an age of mathematics. The exact cost of every article turned out of his plant should be known by the manufacturer, and, if this is to be, a record of expenses of all kinds should be kept for each department. Then the manufacturer has at his finger ends exact records of his plant, and is thus in a position to make changes and improvements when he sees that such would be profitable. Nor should a manufacturer stint a little time and expense in finding out whether his plant is being run to the best advantage, considered from the two standpoints, efficiency and economy.

## POWER, EFFICIENCY AND ECONOMY.

Power is an important consideration in manufacturing, and herein will be discussed a few of the most important points to be investigated when considering the question of power. Broadly speaking, there are two things to be taken into account, efficiency and economy; nor should the manufacturer make the mistake of sacrificing the former for the latter, because economy without regard to efficiency is a non-economic policy.

## SOURCES OF POWER.

The sources of power which practically supply the field in Canada are falling water, coal and gasoline. Of these three, one would naturally say that the first is the desirable one, and so it is in the great majority of cases, but not in all. The inconstancy of the supply and the chance of a famine often make it advisable to pass the water-power by. However, generally speaking, lucky is the manufacturer with water-power at his disposal.

The chief use of coal for power purposes is as a fuel to generate steam directly, but there is another use to which it is being put for power purposes, which has attracted no little attention of late, not only in Canada and the United States, but also in Britain. Already throughout Canada there are a number of manufacturing plants wherein

are installed generating retorts for the production of what is known as producer gas from coal, which gas is burned at jets under boilers instead of coal. It is claimed by advocates of this scheme that a greater amount of heat units can be transferred from the coal to the water in this way than by using the coal directly as a fuel. This is, of course, now undergoing practical tests, and it is the opinion of the writer than more will be heard of it later.

Of late years, gasoline has come into very general use for power units of small size. It would be most convenient to discuss gasoline engines under the general classification of combustion motors, which, of course, include gas engines and all oil engines. The reason for the employment of the combustion motor for units of small size is because of its simplicity as compared with the steam engine. Consider for a moment the requirements of the two. It is requisite for the steam engine that the temperature of the water be raised to the boiling point at the required pressure and maintained there in order that the steam may be generated. That requires so many heat units. At the same time, the flue gases must be allowed to escape to the atmosphere at a temperature sufficiently high to give a good draft, or else a small power unit and blower must be installed to supply a mechanical draft. That consumes so many more heat units. The internal combustion motor realizes many of the requirements of an ideal motor in that its fuel, a hydrocarbon gas or liquid, can be mixed with air in the right proportions and fed directly to the cylinders, where it is ignited explosively so as to be raised instantly to its highest temperature point by an intermittent source of heat, such as the electric spark. Thus, if the fuel used is gas, the motor consists of a cylinder and driving gear, and, if a liquid, a chamber for producing the gas in addition. Thus it is that the explosive motor affords the high power efficiency it does in proportion to its total size and weight. Gas engines of immense size are now being built and used, but these large units are used only where the gas can be secured as a by-product of some industry, such as smelting, where the gases from the blast furnaces are led down and purified in immense pipes and used chiefly in the heating of the furnaces, in which is

heated the air blast for the furnace, but also for power purposes.

A manufacturer decides that he will generate so much power. According to existing conditions and the amount required, he will choose one of the following methods of generation: From falling water, by means of water turbine; from coal by means of boiler and steam engine, using the coal as fuel or gas produced from coal as fuel; or by means of internal combustion motors, using gasoline or some kind of gas as fuel.

In choosing the means of generation, the question of heating the building should have due consideration, and very often this would prove the deciding factor. Where the power plant is of sufficient capacity the entire heating load might be carried by the exhaust steam and in any case the exhaust is an important auxiliary in the heating system, and should receive consideration as such.

## DISTRIBUTION OF POWER.

Now comes the question of the distribution of that power to the different parts of the plant where it is required, and this naturally opens the discussion upon mechanical and electrical power. This topic is so broad and comprehensive that the most superficial discussion of it must be taken up in sections. Then let us first consider the question of transmission and application of energy in the manufacturing plant.

There are two ways of doing this, the mechanical and the electrical; that is the power may be transmitted by a line or lines of shafting and applied to the machines by means of belting, or it may be transformed into electrical energy by means of the electric dynamo, and transmitted by wires and applied to the machines through electric motors, which transform the electrical into mechanical energy. The outlay for electrical transmission is very much greater than for the mechanical, and in considering the question the interest on the investment and the depreciation in value would have to be considered.

In comparing the economy of the two systems the percent. of the total load required to drive the shafting, and the efficiency of the dynamo and motors would have to be known. Electrical machinery is very efficient, varying from 75 to 80 per cent. in units of 2 horse power to 93 per cent. in large units. Let us suppose that the dynamo has



an efficiency of 90 per cent. and the motors used are an average of 80 per cent. This would mean a combined efficiency of 72 per cent. Let us suppose, on the other hand, that the shafting requires 30 per cent. of the total load, which is probably a fair average per cent. Now, let us suppose that 1,000 horse power is full load of the power unit employed to supply power. Then when running under full load the shafting would supply 7,000 h. p. to the machines, and the electrical transmission would supply 7,200 h. p.; when running under a 75 per cent. load the shafting would deliver 450 h. p., since the shafting would still take up the 30 per cent. of full load, amounting to 300 h. p., while the motors would deliver 540 h. p., since the efficiency would still be approximately 72 per cent. of load carried; under a 50 per cent. load the shafting would deliver 200 h. p., while the motors would deliver 360 h.p. This speaks for itself, and the conditions supposed being quite possible the figures should carry some weight.

**MECHANICAL AND ELECTRICAL DRIVE IN MACHINE SHOP.**

So much for the economy, let us now consider the efficiency of the two systems of transmissions, restricting the meaning of efficiency to ability to perform work required. Probably the best way to compare electrical and mechanical drive would be to consider a specific kind of manufacturing plant. In choosing the machine shop, for consideration, it is well to remember that the special field of the electric drive is the machine shop, and for that reason it would have been fairer to mechanical drive to consider some other style of plant. However, in the machine shop are exemplified so strongly the good points of the electric drive that it is chosen.

If a manufacturing plant is to be supplied with power by means of shafting it is necessary that the power house be centrally situated, in order that as little power as possible be lost in shafting, and in the design of the different departments their position relative to the power house must have due consideration. Because of this the buildings cannot be arranged to the best advantage for the economic transference of material from one to another. If the electric drive is used the position of the power house is not a consideration, and consequently the position of the departments relative to each other need only be considered.

Now let us consider the machine shop. If mechanical drive is used the positions of machines are limited, since the position of the shafting is settled; and also the machines must be stationary. If electric drive is used the machines may be placed wherever most convenient, and can be moved from place to place with very little trouble, the moving of

a machine requiring only the adjusting of connecting wires. In the case of a large piece of work it is very often more convenient to bring the tool to the work than to move the work, and quite frequently it is possible to employ more than one machine tool on the work at the same time.

In mechanical drive a tool is started by shifting a belt from the loose pulley onto the cone pulley, and to stop the tool the belt shifter must again be resorted to. Those who have had much experience with lathes, started and stopped in this way, will probably recall times when it would have been convenient to have arms two or three times their natural length. In starting a motor driven tool all that is required is to move a handle across the face of the starting box, which can be placed on the tool where most convenient for the operator.

In the mechanical drive changes of speed are made by means of cone pulleys, and of a necessity the changes are made in steps, no speed in between, which can be obtained. With the electrical drive change of speed is obtained by changing the voltage across the terminals of the motor. With the multi-voltage system of control and a rheostat practically any speed within the set limits may be obtained.

Because of the relatively low efficiency and the relative high cost of very small electric motors, it is often advantageous to group small machine tools and run them from a short line of shafting driven by an electric motor.

A machine shop load is a very variable one, and often there are times when the shop would be running under half, quarter, or even a smaller fraction of full load, and thus if electric drive were used, the saving in shafting-consumed power would be considerable.

Canadian manufacturers of electrical machinery have convincing evidence of the growing popularity of the individual motor drive in a review of their trade during the past year, with some the demand for motors for individual drive being the feature of last year's trade.

In different style of plants there are entirely different conditions to be met, and of course the relative efficiency of mechanical and electrical drive must be judged according to those conditions.

**SHOULD IT BE GENERATED OR PURCHASED?**

Now let us suppose that the consideration of existing conditions at a manufacturing plant has led to the adoption of electric power. Now arises the question of obtaining that power. It may be generated on the premises or it may be purchased from some central distributing station. According to existing conditions at the plant, electric energy may be obtained from one of the mecha-

nical motive powers before referred to, but the consideration will here be restricted to steam.

As to whether it would be more economical to purchase or produce the power at the plant depends almost entirely upon what agreement can be made with the management of the central power station, regarding price, etc. However, there are a few things besides the normal price which should be considered.

Of course, it is understood, that in comparing costs the standing as well as running expenses of the power house are considered. The standing expenses would include rental for space, interest on money invested in machinery, and annual depreciation in value of machinery. The running expenses would include cost of fuel, etc., attendants' time, and cost of repairs.

Now let us touch on the points which would not be considered directly under cost. Unless the local plant is equipped with reserve machinery there is always the possibility of the factory being tied up owing to some break down in generating machinery. Since in a great many cases the shutting down of a factory for the time required for repairs would mean a considerable loss, the possibility of such an occurrence should not be excluded from calculations. However, by the installation of the most reliable generating machinery this risk is minimized until probably it is on a par with the risk of power being cut off from the central distributing station.

Whether it would pay to have machinery in reserve would have to be decided for each individual case, the deciding factor being the amount of loss occasioned by a break-down. In the case where reserve machinery is installed the interest on such an investment might well be reckoned as insurance fees.

The question of the heating of the plant is an important one and should not be neglected. If power is secured from a central station boilers will have to be installed for the heating alone. If the power is produced at the plant the exhaust steam from the engine may be

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#### LIGHTING AND POWER LOADS.

If it is decided to install generating machinery at the plant, the capacity of the plant comes up for consideration. There are the two loads to be provided for, power and light. The power load is fairly constant throughout the working hours of the day, but the lighting load, under ordinary conditions, is concentrated during a small fraction of the working hours, and thus if the equipment is a single generator it will have to be of sufficient capacity to carry this peak load, while for the greater part of the time it will be running under the power load only. Of course, to get the greatest efficiency from an electric generator, it must be run at approximately full load all the time, and therefore it is a question for consideration whether it would not be cheaper to buy lighting power than to pay the interest on the larger installation and stand the loss of efficiency owing to the generator running on a fraction of its full load for the greater part of the time. The deciding factor would be the relative amounts of the two loads.

This difficulty, however, might be satisfactorily overcome by the use of storage batteries, as they are now used in all large power plants to store up energy when the load is light, and supply power for the peak loads.

Storage batteries are very efficient and do not require an abnormal amount of care. They are, however, expensive, and should properly be in a well ventilated spot to insure the carrying away of the inflammable hydrogen gas which is given off in the charging. If storage batteries are used the generator will have to have a capacity of the average load, and the storage cells a sufficient capacity to store the excess of power during the day and to assist the generator during the time of the peak load. This system of storage is being successfully used to carry peak loads in large power plants, such as street-railway plants and city and district lighting and power plants; and there are cases of its being used in manufacturing plants to carry the peak lighting load.

The most economical plan of dealing with the two loads will depend upon the amount of the peak load in comparison with the power load, and upon the time the peak load lasts.

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Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg.

1365



United States is in the lead. Canada, however, has unlimited power lying undeveloped in addition to the 350,000 horse-power which is being installed at Niagara at present, and which is not included in the following table:

United States .....	527,467
Canada .....	228,225
Italy .....	210,000
France .....	161,343
Switzerland .....	133,302
Germany .....	81,077
Sweden .....	71,000
Austria .....	16,000
Great Britain .....	11,903
Russia .....	10,000
India .....	7,050
Japan .....	3,450
South Africa .....	2,100
Mexico .....	1,470
Venezuela .....	1,200
Brazil .....	800

Total .....1,466,390

#### ROLLING MILLS ANNUAL MEETING.

The thirty-eighth annual general meeting of the shareholders of the Montreal Rolling Mills Co., of Montreal, was held on Monday, February 20. The old board of directors was re-elected, namely, E. S. Clouston, president; Wm. McMaster, vice-president; Sir George A. Drummond, Hon. Robert Mackay, Sir Montagu Allan, Bartlett McLennan and James Ross, with Jas. L. Waldie as secretary.

#### A NEW WINDOW SHADE FACTORY

A factory for the manufacture of window shades in water colors, machine oils and machine-made goods, curtain poles, trimmings, etc., has been erected at Lachine by Daly & Morin, of 32 St. Sulpice street, Montreal, dealers in drapery hardware. The new building is forty by one hundred and twenty-five feet, and one storey in height. When the plant begins manufacturing to its full capacity it is expected to be one of the best of its kind in this province.



## CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

## The Dunlop Horse Book.

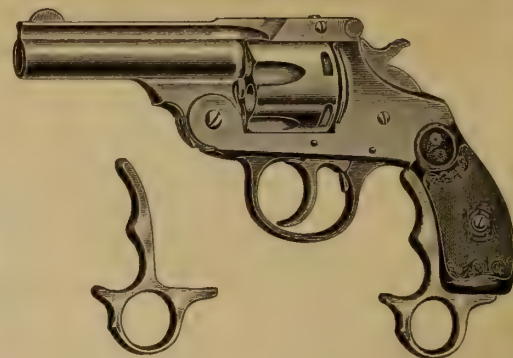
A HANDY booklet, comprising 64 pages and cover, has been issued by the Dunlop Tire Company, Toronto, and is sufficiently interesting to warrant every hardware dealer in Canada writing for a copy, the publishers offering to send a copy free to any one who sends their address on a post card and mentions **Hardware and Metal**. The booklet is more comprehensive than "horseology," the Dunlop Company's first publication on the subject of rubber horseshoes. It gives an interesting review of the ailments common to the horse and, while not pretending to give veterinary advice, will be found of value in a study of the horse and the ailments which call for the services of a veterinary. A large part of the book being devoted to an article on "Horseshoeing" by John W. Adams, professor of surgery and lecturer on horseshoeing at the University of Pennsylvania.

Other reading matter is prepared by the Dunlop Company's advertising experts, who prove that they have not only a technical knowledge of good advertising, but also a technical knowledge of the subject they write about. The use of rubber heels by men and women is now an established custom, a necessary luxury, if such a term may be used. Why, then, should such useful animals as the horse be denied the advantages of modern inventive genius? In the pre-historic days horses were well able to get along with the shoes nature provided them with, but in these days of slippery pavements and improved roadways, it is only natural that an improvement is in order in the methods of giving the horses a firmer foothold. The trade is being pushed through the blacksmiths and hardwaremen by the manufacturers.

## Patent Steel Troughs.

The Steel Trough and Machine Company, Tweed, Ontario, have issued a catalogue illustrating the line of steel hog and water troughs manufactured by them, a scale of dimensions and price list being included. The troughs being of steel, are indestructible by hogs and is also very sanitary. The body is made in semi-circular form. In addition to the ordinary sizes of the above lines large storage water troughs and water leaders are made for use in holding and carrying water from pumps and wind mills. Catalogues will be sent to any dealer who mentions **Hardware and Metal**.

# HAS A "GRIP" ON THE TRADE. IVER JOHNSON Revolver Grip.



Progressive dealers instantly recognized its value—the demand was spontaneous. As the result of extensive advertising there is already a large demand for this revolver.

Have you placed your order?

**"DON'T CARRY IT" — "WILL SEND AND GET IT" —**

**"INTEND TO HAVE IT"**



are signs that ———— point to the door of your competitor, who, being alert and keen, realizes that "New Things" impart life and activity to his business and who instantly recognizes the practicability and selling virtues of the

## IVER JOHNSON Revolver Grip

Send for new catalogue just issued — a work of art — mailed free upon application.

New York Office:  
No. 99 Chambers St.

**IVER JOHNSON'S ARMS & CYCLE WORKS,**  
FITCHBURG, MASS., U.S.A.

## Oil Circuit Breakers.

The Canadian Westinghouse Company, Hamilton, are sending out a circular describing their oil switches and oil circuit-breakers. The circular states that the development of the oil switch and circuit breaker has produced what is probably the most valuable addition to high potential line apparatus made during the last ten years. The use of oil has made it possible to rupture easily and safely circuits carrying heavy currents at high voltage. The circuit breaker is designed especially for switchboard service, it being automatic and all live parts being submerged in oil. Any person mentioning **Hardware and Metal**, and asking for circular No. 1096, will receive a copy of the booklet.

## Ideal Power.

The above is the new name of a monthly booklet, which has been published by the Chicago Pneumatic Tool Company, under the name of "Something Pneumatic." The monthly has been taken over by the Ideal Power Publishing Company and its usefulness will be enlarged by the change. In the past it has been an exceedingly interesting little journal, the descriptive articles, regarding the use of pneumatic tools in construction work, being well illustrated and very instructive.

## Greening Wire Goods.

A very serviceable catalogue, of about 200 pages and cover, has been issued by the B. Greening Wire Company, Hamilton, Ontario, who will supply copies to any who mention **Hardware and Metal** when they write asking for copy. The general get up of the book is attractive and being well-bound and of a handy size, it will be of service to any dealers who handle wire goods. Tables of wire, wire gauges, sheet metals, etc., are given, together with a full chain list with breaking strains, weights, etc. Amongst the lines quoted are brass and copper wire cloth, pulp mats, perforated metals, wire rope, galvanized netting, spark guards, signs, flower stands, counter railings, etc.

The catalogue gives the revised prices on lawn fencing, 2-inch mesh, No. 16 steel wire, with 3 strand selvage, as follows:

Width in inches, 12, 18, 24, 30, 36, 42, 48, 60, 72, 84, 96.

Price per lineal yards, cts., \$7.20, \$10.80, \$14.40, \$18, \$21.60, \$25.20, \$28.80, \$36, \$43.20, \$50.40, \$57.60.

Price per roll of 50 yards, \$3.00, \$5.40, \$7.20, \$9, \$10.80, \$12.60, \$14.40, \$10, \$21.60, \$25.20, \$28.80.

Weight per roll, lbs., 33, 45, 57, 69, 80, 93, 105, 130, 153, 175, 200.



March 4, 1905

HARDWARE AND METAL

# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale  
only

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

## FRAMING TOOLS



Boring Machine  
Auger



Bevel Edge Socket Chisel



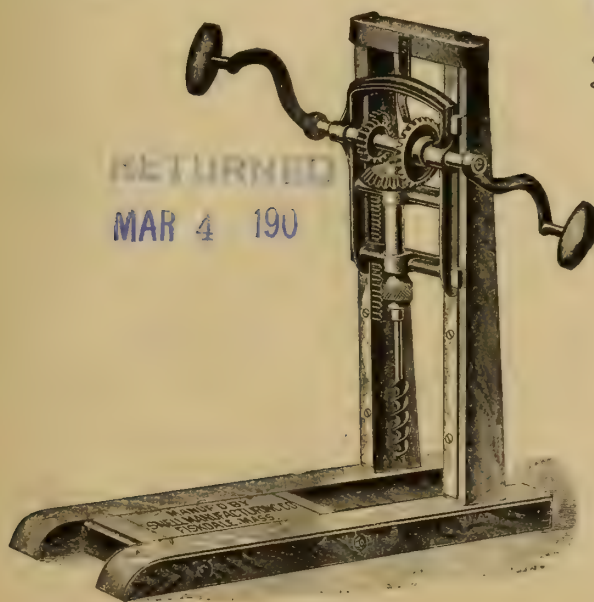
Socket Framing Chisel



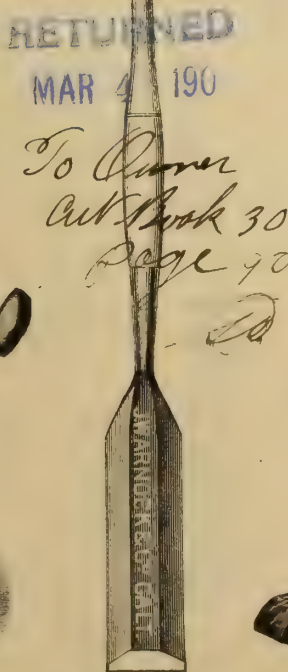
Socket Corner Chisel



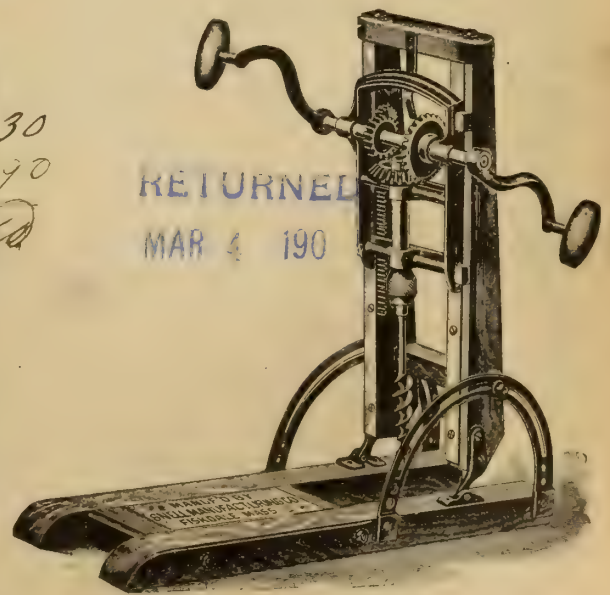
Boring Machine  
Auger



Boring Machine



Carpenters' Silek



Angular Boring Machine

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE

## H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

Our prices are right.

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly





*The Standard Ideal Sanitary Co., Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Hops Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

Now in the hands of the printer, ready for distribution in two weeks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

*Head Office and Factory:*  
*Port Hope, Ont.*

*Sales Office:*  
*50 Colborne St., Toronto.*

J.M.T.

## The Heintz Steam Trap

should be carried by every hardware man in the Dominion, because it is the one thoroughly efficient, durable and satisfactory steam trap in existence. It is perfectly automatic in its action, is applicable wherever steam is used for heat or power, and is the most compact and lightest trap made.

HEINTZ traps have been in continuous use for twenty years or more without requiring renewal or repairs. The "Heintz" is practically a thermometric valve instead of a trap, but it accomplishes more work with less trouble and for a longer time than any mechanical trap.

The James Morrison Brass Mfg. Co., Limited  
Toronto, Ont.



## Morrison Steam Specialties

We are the Dominion's headquarters for Steam Fixtures and Specialties. We carry the famous "J. M. T." Injector which is automatic and contains all of the best features required in a high grade Boiler Feeder; Hancock Inspirators, Lubricators, Oil Cups, Steam and Vacuum Gauges, Iron and Brass Pipe Fittings—in fact, the most complete line of Steam Goods offered Canadian hardwaremen, and at prices which are right.

The James Morrison Brass Mfg. Co., Limited  
Toronto, Ont.



# HEATING AND PLUMBING

## STEAM OR WATER RADIATORS BELOW WATER LINE.

It often happens, according to an exchange, that rooms in the basement on the same level as the boiler-room, are required to be heated, and if the building is heated by steam, special treatment is required for such rooms. A method sometimes employed in such cases is to use pipe coils or cast iron wall radiators above the water line,—at least two or three feet above this line if possible. If a comparatively low temperature is required, or if not many people are to occupy the rooms and these to be actively employed, this method is sufficiently good in many cases. On many accounts it is generally more desirable to have the radiating surface near the floor. The persons for whose benefit the heating apparatus is installed occupy the lower portion of the room rather than the upper.

With the best arrangement of surface with deflectors, etc., the upper part of the room because of the tendency of the warm air to rise, soon becomes several degrees warmer than the lower part, which is occupied by people. Moreover, the greater part of the heat given off is by means of direct radiation, the rays passing directly to the objects in the room without warming the air in transit, so the radiating surface is to those objects the greater the efficiency of heating. The intensity of radiation of heat, as of sound, light, etc., decreases in proportion as the square of the distance increases. Therefore, it is better to have direct radiating surface as near the floor as possible, even at some increase of cost.

"Feet warm, head cool," is an old maxim applicable here, but the reverse is more likely to be the result with coils near the ceiling of the average room. In rooms with high ceilings, rotundas, skylights, etc., a coil at each skylight or peak is an advantage in counteracting the current of cold air that would otherwise descend and cause an unpleasant draft.

There are several methods of heating rooms on the same floor with the boiler, all using radiating surface near the floor, viz., utilizing the heat of the water of condensation by passing it through the required radiators on its way back to the boiler and parting with its heat in the same manner as in ordinary hot water heating; also, by the use of re-

turn steam traps to return the water of condensation from these radiators to the boiler, in which case they act as steam radiators; also, by letting the condensation go to waste through the ordinary steam trap. The second and third methods are in somewhat general use, and we will consider some of the conditions in the use of the first.

The connection supplying the radiator should be taken from the top of the main, so that the hottest water will tend to pass through the radiator, and the branch that returns the water to the main should enter at the side, preferably through an eccentric tee, so that there may be the greatest possible difference in density and weight of the water between the two ends of the radiator.

Deducting the supposed 400 square feet of direct surface in the basement, we have 1,600 square feet actual direct steam radiation. Three-fourths of the condensation from this can be utilized in the basement radiators. Each square foot of steam radiation will condense about three-tenths of a pound of steam per hour in a room at 70 degrees Fahrenheit, or 360 pounds in all. The 600 square feet of indirect surface will condense about .45 pounds per hour per square foot, or 270 pounds. Adding to the sum of these 15 per cent. for steam condensed by the piping, which is covered where possible, we have 724.5 pounds, say 725 pounds of water at a temperature, at the beginning of its passage, of say 210 degrees F., to pass per hour through the lower water-radiating surface.

This was assumed above as 400 square feet of steam radiation, but as it is to be used for water circulation it will need increasing. At two pounds' pressure, the usual basis for calculation with the room at 70 degrees and outside temperature at zero, cast iron steam radiation of a good pattern will emit about 298 B.T.U. per square foot per hour; 400 square feet would, therefore, give out 119,200 B.T.U. per hour.

Water at 210 degrees F. contains 178.87 B.T.U. above 32 degrees F., but as the temperature of the room is to be kept at 70 degrees F., we will deduct the heat of water at that temperature—38.02 B.T.U. Then 178.87 minus 38.02 equals 140.85. This multiplied by 725, the amount of water condensed per hour

in the radiating surface under consideration, gives us a total of 102,116.25 B.T.U. per hour, which we may utilize by means of the radiators below the water line to heat the rooms in the basement.

But we need 119,200 B.T.U., and are, therefore, short by 17,083 B.T.U., which must be supplied by some other means, say steam coils or cast iron wall radiators above the water line. As steam radiators emit 298 B.T.U. per square foot per hour, we shall need 57.33 square feet to supply this deficiency, say eight or nine 7-foot sections of wall radiation.

Hot water radiators at 210 degrees will emit 270 B.T.U. per square foot per hour, and we need 378.2 square feet to transmit the heat at our disposal, viz., 102,116.25 B.T.U. per hour.

To allow for the possibility of the water of condensation being sometimes lower in temperature, because of a smaller quantity of steam radiation in use and a consequent decrease in amount of steam condensed, it will be necessary in each particular case to know the probable variation from a full use of all the steam radiators whose condensation passes through the water radiators. It is assumed that the Sunday-school room, as well as the auditorium, is heated entirely by steam radiators. It is frequently the case that heat is not wanted at the same time in both Sunday-school room and auditorium, while the rooms in the basement may all be used at the same time, with part or none of the steam radiation. In that case a separate supply connection, with valve, might be run from the boiler to the hot water radiators and the system be filled with water to a point sufficiently above the flow pipes to insure constant circulation, using this part of the system at such times as a simple hot water plant.

The automatic steam damper regulator chain should be unhooked at such times, as there would then be no variation in the pressure acting thereon. There should be an automatic expansion tank, with a valve for cutting out when used as a steam plant, installed at such a level as to insure a constant supply of water for circulation through all pipes supplying the hot water radiators and at the same time to be lower than the first floor radiators which are equipped with automatic air valves.

There are sometimes individual radiators on stairway landings or in vestibules at a level slightly lower than the main floor. The water circulation level may be allowed to rise in these if ne-



cessary, to any level below the air valve, or higher if a reliable air valve is used that will close against water as well as steam.

If it is intended to use the basement radiators under water circulation, when no steam radiators are in use, we shall need to provide a more liberal amount of radiating surface than that computed above for utilizing the water of condensation, for the reason that the initial temperature of the circulating water is most commonly found to be at about 180 degrees F. instead of 210 degrees as assumed above. With the radiators at 180 degrees and the room at 70 degrees the emission of heat is at the rate of about 199 B.T.U. per square feet per hour, or two-thirds that of steam at two pounds and 219 degrees, and we shall need 513.13 square feet to utilize the amount of heat at our disposal, viz., 102,116.25 B.T.U. per hour. This would be a safer proportion for condensation use than that mentioned above, 378.2 square feet, because of the probable frequent reduction in quantity and temperature of the water of condensation due to the cutting out of part of the system. This, however, will not obviate the necessity of installing the additional steam radiation, 57.33 square feet, to supply the heat lacking in the water of condensation.

With the amount of radiation under consideration an equivalent of 4,000 square feet of direct steam radiation, including an increase of 50 per cent. for indirect surface and 25 per cent. for piping, allowance for intermittent use being included in the amount of actual surface first mentioned, the boiler power should be divided into two units rather than being all in one, for there would be many times when only a portion of the building would be in use, and one of the smaller boilers would be sufficient for the purpose, easier to handle and more economical than if one large boiler, sufficient for the whole system, had to be fired up for each sociable or prayer meeting or committee meeting. Another advantage of the two boilers in this case is at such times as the hot water radiation only is required to be in use. If the one large boiler were used for this purpose there would be a tendency to overheat the comparatively small quantity of water contained in this part of the system, and there would be steaming and overflowing.

In buildings where the whole plant is in continuous use, such as bowling alleys, basement stores, etc., and where the basement radiation is of proper amount to utilize the whole of the water of condensation without the special piping, tank, etc., mentioned above, this method possesses several advantages as against overhead surfaces, as indicated earlier in this article.

### A Gorgeous Bath.

**R**OSSMAN & BRACKEN, Forty-second street, New York City, have the contract for the plumbing of the handsome new building which is being erected on Fifth avenue, to be known as the Senator Clark residence. The young wife of this well-known character is to have a bathroom, the luxuriousness of which is not to be found in any country throughout the entire world.

The rare and costly marbles, onyx and alabaster are the most exquisite ever quarried; and the luxuries of the early Roman baths, so much heard of, will have to retire to the rear, and the model baths of the present day Oriental, pales with insignificance, though described in language reading more like a fable than fact. The water will be filtered and as fine and clear as crystal, equipped with shower and needle baths of beautiful design, constructed of a metal containing a large proportion of gold in the manufacture, so that they appear to be entirely of that metal, and will not tarnish. But the acme of perfection reached in this bit of plumbing, which exceeds the conception even of the Caesars, bumps of the aesthetic, is the arrangement of a set of small faucets, which, when turned on, spray delicate and costly odors and perfumes, impregnating the water and covering the body with senuous aroma. She may bathe in softened water exhaling the scent of violet, ottar of roses or geranium. The invention is that of a genius of Pittsburgh, who was given carte blanc for designing the most beautiful and artistic bathroom that has yet been built. A large plunge is also made of beautiful marble and set in the floor.

### Standard Ideal Directors Dined.

**T**HE Board of Trade of Port Hope entertained the directors of the Standard Ideal Sanitary Co., Ltd., at a banquet held on February 6, the guests of honor being Messrs. J. R. Sprankle, J. Hock, T. S. A. Sloman, of Detroit; R. G. Miller, T. Watterson, D. Morrison, and F. K. Glidden, Cleveland. Many of these gentlemen replied to toasts, President H. T. Bush and Vice-president S. A. Sloman expressing the appreciation felt by the directors of the Ideal Co. of their treatment by Port Hope in business matters and their great pleasure on meeting the business men of the town. Mr. Sloman spoke of the objection of some to the dust of manufacture; they in Detroit were glad to have it, and Port Hope could now appreciate the help the manufacturers are to it.

Amongst the other guests were Mr.

## BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not, got them, write direct to

**R. E. THORNE**

768 Craig Street  
MONTREAL

29 Melinda Street  
TORONTO

... FULL STOCK ...

## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT.

TORONTO, ONT.

ST. JOHNS, QUE.

## JARDINE'S Taps and Dies

They are Always Right.  
Quality --- THE BEST.

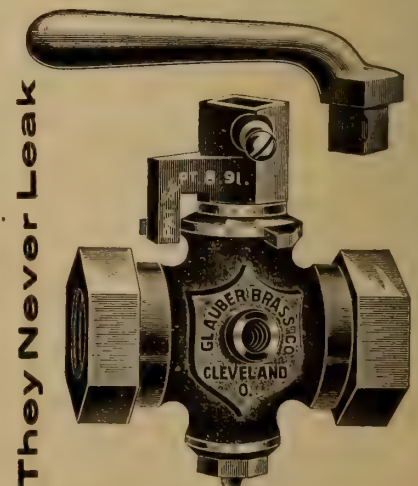


**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO

## GLAUBER

GUARANTEED



They Never Leak

Always Work Easy

BEST IN THE WORLD



THIS IS OUR BRAND

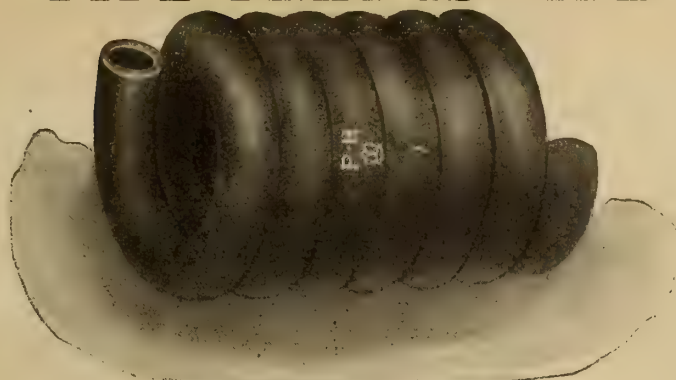
P-H



You Want It.

See that You Get It.

PIPE THAT IS PIPE



THIS IS OUR TAG



BLACK AND GALVANIZED.

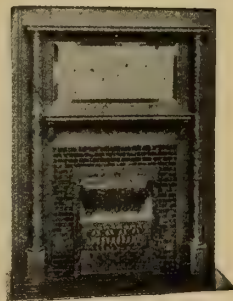
TAKE NO OTHER.

PAGE-HERSEY IRON AND TUBE CO., LIMITED, GUELPH, CANADA

Have you  
tried it?

Tried what?

SELLING  
MANTELS.



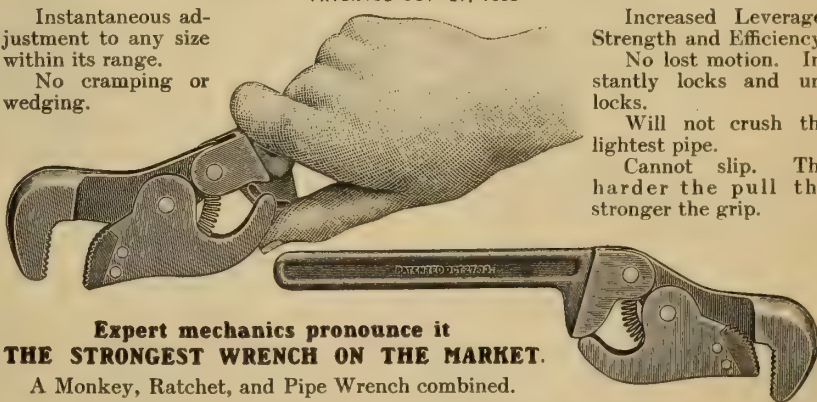
This is in your line of business, and it will  
pay you.

The Batty Stove & Hardware Co.  
76 YORK ST., TORONTO.

## THE BULLARD AUTOMATIC WRENCH

PATENTED OCT 27, 1903

Instantaneous ad-  
justment to any size  
within its range.  
No cramping or  
wedging.



Increased Leverage,  
Strength and Efficiency.  
No lost motion. In-  
stantly locks and un-  
locks.

Will not crush the  
lightest pipe.  
Cannot slip. The  
harder the pull the  
stronger the grip.

Expert mechanics pronounce it  
**THE STRONGEST WRENCH ON THE MARKET.**  
A Monkey, Ratchet, and Pipe Wrench combined.

Sold by all Jobbers in United States, Canada, and Foreign Countries.

Manufactured only by  
**BULLARD AUTOMATIC WRENCH CO.**  
PROVIDENCE, R. I.

WRITE FOR BOOKLET  
AND PRICES.

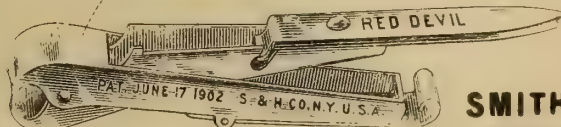


## KERR'S GENUINE WEBER GATE VALVES

have many imitations, but none equal the  
"real" article, made by us. Be sure you get  
"Kerr's" Every valve made of the best red  
metal, and beautifully finished.

The KERR ENGINE COMPANY  
LIMITED  
WALKERVILLE, ONT., CANADA

Ask your  
Dealer or  
Jobber for  
them.



## RED DEVIL NAIL CLIPPERS

Will Clip and Trim  
Nails perfectly.  
Equipped with a Nail File.

**SMITH & HEMENWAY CO.**

Manufacturers Cutlery and Hardware Specialties

Canadian Sample Room:  
215 Coristine Bldg., MONTREAL.  
A. O. JENKING & CO., Canadian Manager.

296 Broadway, Dept 91. New York

## You know how it is:

that the weaknesses and shortcomings of a  
thing are revealed through use.

## THE ECONOMICAL HOT WATER BOILER

was designed with a full knowledge of the  
failings of other hot water boilers. Your  
judgment will tell you that it is the best you  
ever saw if you will but examine it.

Send for Booklet.

P. GIES, Founder, BERLIN, ONT.





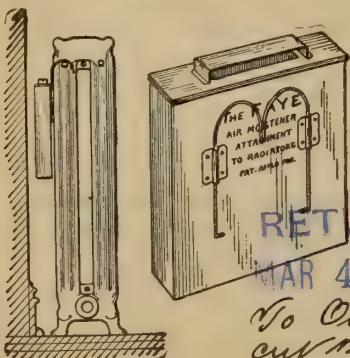
Outram, of the Canada Radiator Co., and Mr. E. M. Thurber, of the Nicholson File Company, both of whom expressed their satisfaction with Port Hope as a place of manufacture.

### Connecting Lead Pipes.

T. B. Miller, McKeesport, Pa., has patented a contrivance for connecting lead pipes, his claim being as follows: In combination with a pair of pipes having the bores of their contiguous portions enlarged, a thimble arranged in the enlarged portions of the bores and having a bore of equal diameter to that of the pipes, an integral ring carried on the exterior of said thimble, said ring projecting between the adjacent ends of said pipes and lying within the bounds thereof, and a soft-metal filling projected inwardly into the space between the said pipe ends and into engagement with said ring, and flowed over the outer surfaces of the contiguous end portions of said pipes.

### An Air Moistening Attachment.

In artificially-heated buildings the amount of moisture in the air is very much below what is necessary for comfort, and the consequent dryness has been looked upon by students of the conditions as productive of some of the diseases of the membranes of the nose



and throat. It has also been noted that a lower temperature is perfectly comfortable when the air in a room contains a normal quantity of moisture. Many devices have been presented of late years with a view to providing additional moisture to the air in rooms that are artificially heated. One of the latest devices for this purpose is the Faye air moistener, shown in the accompanying illustration and manufactured by the Ideal Air Moistener Company, 122 Dearborn street, Chicago. It is designed for use in connection with radiators, and consists of a flat rectangular tank of varying dimensions, provided with hooks for hanging it behind radiators, where its appearance is unobjectionable. The standard size is 14 x 14 inches, the thickness varying from  $\frac{1}{2}$  to 3 inches, ac-

cording to the space available between the radiator and the wall. Special sizes are made for low radiators, such as are placed at window seats, and for single-coil radiators. As will be seen by the illustration, the tank is provided with a lid, which has an opening in the top underneath the handle to prevent the admission of dust. The tank is provided with hangers for attaching it to the radiator, and in filling it may be lifted off and carried to the water supply or filled by means of a pitcher. For shipping the hangers have been arranged to fold down against the body of the tank, so as to occupy the least possible space.

### Building Boom in Montreal.

"From all appearances the building trade will this year experience the greatest boom that it has ever felt," said Building Inspector Chausse, of Montreal, the other day. "A great many architects have shown me plans, in hand, for extensive operations, including new apartment houses, office buildings and stores."

Last year was a very brisk one in Montreal among builders, the value of the new structures being placed at \$3,647,429, with \$599,055 worth of repairs and alterations made. The list of permits issued for the last eight years is as follows:

Year.	Permits.
1897 .....	408
1898 .....	351
1899 .....	357
1900 .....	331
1901 .....	443
1902 .....	826
1903 .....	1,010
1904 .....	1,335

### Plumbing Jobbers to Move.

The Ontario Lead and Wire Company, Toronto, intend removing their office and showrooms about April 1, to the Perrin premises on Richmond street, near Church. The premises on Lombard street have been outgrown, and the present move will allow space for further expansion. The building on Lombard street will continue to be used as a warehouse, slight alterations being made to provide more room.

### New School in Toronto.

Tenders have been accepted for the erection of the new Queen Alexandra School on Broadview avenue, Toronto, the total cost to be \$79,000. The following were the accepted tenders: Masonry, H. Lucas & Son, \$26,432; carpentry, W. Hutchinson, \$22,502; plaster-

ing, E. Warren, \$2,180; painting, James Phinnemore, \$1,965; plumbing, Fred Armstrong, \$1,350; roofing and tinsmithing, A. B. Ormsby & Co., \$3,200; steam heating, Fred Armstrong, \$8,500; heat regulators, Johnston Temperature Regulating Co., \$1,170; structural iron work, Dominion Bridge Co., \$3,823.

### Peterboro's Plumbing Inspector.

The Peterboro Town Council has appointed Robert G. Sturgeon plumbing inspector at a salary of \$400 per year. This is a new office, which was created as the outcome of an agitation, which had more sanitary conditions for its object, more especially in connection with the execution of plumbing contracts. It was contended that as the result of carelessness in this work the public health was liable at any time to be subject to considerable danger.

### Plumbers' Convention.

The annual gathering of the Provincial Association of Master Plumbers will take place on Good Friday, April 21, in Guelph, notices of the convention being now sent out by Secretary Meredith. The executive committee will meet on Thursday, April 20, in Guelph, to arrange the business of the convention.

### Building Permits.

#### MONTREAL.

L. Dussault, dwellings, Chambord street, \$2,300.  
J. Milot, dwellings, 166 Montcalm street, \$5,000.  
E. Lesperance, dwellings, St. Andre street, \$3,000.  
M. Doherty Estate, dwellings, Mance street, \$17,550.  
Joseph St. Pierre, dwellings, 213 Centre street, \$4,000.  
Delisle Estate, stores, 1811 Notre Dame street, \$20,000.  
Louis Gervais, dwellings, 124 Marie Anne street, \$2,400.

#### TORONTO.

Sheppard Publishing Co., alterations to Saturday Night building, \$1,500.  
Standard Bank, alterations, King and West Market streets, \$7,000.  
Devitt & Holt, dwellings, Markham, near Bloor street, \$4,000.  
East & Co., addition to factory, 300 Yonge street, \$1,600.  
H. W. Love, dwellings, east and west side Grant street, near Kintyre avenue, \$16,000.  
Chadwick & Beckett, factory, west side Booth avenue, near Natalie street, \$25,000.  
Thomas Davidge, dwellings, Sylvan avenue, near Havelock street, \$2,000.  
S. S. Hallman, dwelling, east side Grace street, near College street, \$2,200.



## Your Varnish Trade

may be doubled if you have a varnish that people understand.

Here is a varnish nicely tinned, full directions on each can, a splendid article for inside work—just where large quantities are used.

A regular profit maker and inexpensive.

You can sell it as follows :

Kaurine in pts. 35c.  
 " " qts. 60c.  
 " " gals. \$2.00

A case of it gives you a nice assortment.



**A. RAMSAY & SON COMPANY,**

Est. 1842

MONTREAL

Varnish Makers

## "The Bulletin"

3 MONTHS' SUBSCRIPTION

# FREE

A new magazine published monthly by the Penberthy Injector Co., Limited, containing articles selected from the leading trade papers of Canada and the U.S. of practical use to everyone interested in mechanics. Address carefully as follows :

**Penberthy Injector Co.,**  
 Limited

Care of Printing Dept.,

**Windsor, Ont.**

## To Manufacturers' Agents:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**HARDWARE AND METAL**

Montreal and Toronto



**WATERPROOF**

The roofing that is absolutely waterproof is the only one that you should consider for your building. Tin and galvanized iron roofs rust and corrode, causing leaks; and shingles are also unsatisfactory on this account, and because of their inflammability.

**REX FLINTKOTE ROOFING**

is treated with our own compounds that make it waterproof and fire-resisting. It is used on thousands of factories, farms and dwellings in the United States and Canada. Anyone can lay it.

Our book, which we will send free, together with samples, will give you valuable points on roofing.

J. A. & W. BIRD & CO.,  
 19 India Street, Boston, Mass.

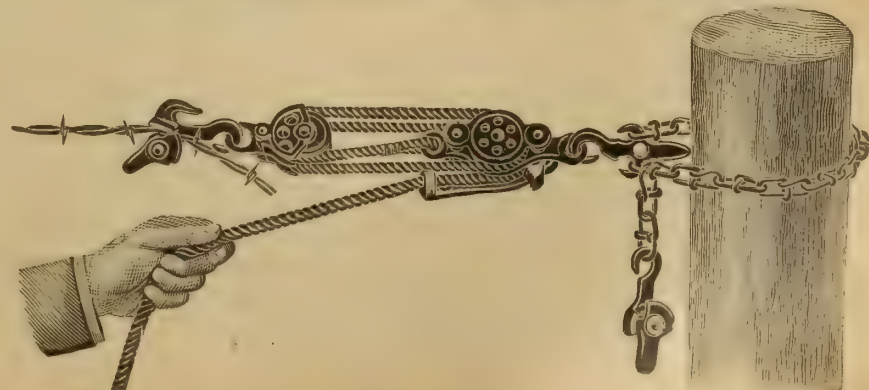
**"LOOK FOR THE BOY" EVERY ROLL**



## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



**WILCOX MFG. CO. OF ONTARIO, Limited**

NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER



# Plumbing Markets

## THE NATIONAL ASSOCIATION OF MASTER PLUMBERS AND STEAM AND HOT-WATER FITTERS OF CANADA.

### OFFICERS.

President—Robt. Ross, Toronto.  
Vice-President—A. J. Hammond, Winnipeg.  
Secretary—J. A. Gordon, Montreal.  
Treasurer—F. G. Johnson, Ottawa.

### PROVINCIAL VICE-PRESIDENTS.

Ontario—H. Mahoney, Guelph.  
Quebec—W. R. J. Hughes, Montreal.  
Nova Scotia—James Farquhar, Halifax.  
New Brunswick—W. Watson, Moncton.  
Manitoba—James Mold, Winnipeg.  
British Columbia—James Coughlan, Victoria.

## ONTARIO PROVINCIAL ASSOCIATION.

### OFFICERS.

President—Wm. Mansell, Toronto.  
Vice-President—W. J. Walsh, Hamilton.  
Financial-Secretary—Lewis LeGrow, Toronto.  
Treasurer—J. K. Wilson, Toronto.  
Secretary—W. H. Meredith, Toronto.  
Executive Committee—The officers and H. Mahoney, Guelph; S. Mellon, Hamilton, and E. H. Russell, London.

## MONTREAL.

President—Thos. O'Connell.  
Secretary—J. Gordon.

## TORONTO.

President—Robert Ross.  
Vice-President—Geo. H. Cooper.  
Secretary-Treasurer—W. H. Meredith.

## HAMILTON.

President—S. Mellon.  
Secretary—T. H. Davies.

## OTTAWA.

President—Gil. Julien.  
Secretary—J. Thorpe Blyth.

## LONDON.

President—B. Noble.  
Secretary-Treasurer—E. H. Russell.

## THE PLUMBING SUPPLIES MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 3, 1905.

LOCAL supply houses are still looking forward to higher prices, and, if present conditions rule the market, it is a foregone conclusion that a general advance will take place. Judging by the amount of orders arriving, the outside plumbing merchant fears the advance, and has placed larger orders for future shipment. Trade is still quiet in

the Maritime Provinces. Everything points to the coming season being a record year for the master plumber, and if the year is free from labor troubles it will no doubt close with receipts far in advance of former years. The class of orders received are well assorted, which implies that the plumber is preparing for the coming season. Some orders are being placed in Scotland by the local supply houses for the larger sizes of iron pipes. If the present demand continues there will be some delay in filling orders, and when we stop to consider the prospects of the approaching building season the delay to be experienced by the master plumber will probably be worse than that of last season.

**Range Boilers**—Our quotations for range boilers are: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—A better class of orders have been received for future shipment. Prices continue unchanged. We quote: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—With the exception of a few orders for immediate work trade in soil pipe and fittings is quiet. Our quotations are: Soil pipe, standard, 50 per cent. and 10 per cent. off list; standard fittings, 50 per cent. and 10 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 and 10 per cent. off.

**Iron Pipe Fittings**—A steady demand continues with an unchanged price list. We quote the following prices. Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—The demand for iron pipe has materially increased. Prices are firm, and it is likely that an advance will take place shortly. Our quotations are as follows: Standard pipe, per 100 feet in length under 19 feet. Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 in., \$3.65; 1 in., \$5.20; 1-1-4 in., \$7.35; 1-1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1-1-4 in., \$10.05; 1-1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in., \$5.25; 1 in., \$7.55; 1-1-4 in., \$10.55; 1-1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1-1-4 in., \$13.25; 1-1-2 in.,

\$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent. discount, and 1-2 to 6 in., 70 per cent. discount.

## Ontario.

Office of HARDWARE AND METAL,  
10 Front street east.  
Toronto, March 3, 1905.

AN improvement is noted in the plumbing supply market this week, the demand for all classes of goods having increased very materially owing to the spell of milder weather. Orders have been more numerous, and many out of town dealers have called on the local jobbers and placed some large business. Many bills of goods include complete bathroom outfits, and the principal lines for which orders have been booked are enamel and brassware, while pipe and fittings are also in considerable demand. Prices remain about the same as last week, slight changes being noted in solder and enamelware.

**Lead Pipe**—Trade conditions are normal. Demand is increasing and prices remain steady. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—The demand is steady. Quotations remain as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 50 per cent.

**Iron Pipe Fittings**—The market is firm and prices unchanged. We quote: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged, unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—Trade is round. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—The demand is improving, while prices remain as before. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—The demand for pipe is steady. Prices have not changed. We quote as follows: Black, 1-4 inch, \$2.03; 3-8 inch, \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1-1-4 inch, \$5.62; 1-1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86; 3-8 inch, \$2.89; 1-2 inch, \$3.14;



We make Electric Fixtures, Sockets and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

## PAGE METAL GATES

3 feet wide, 4 feet high including hinges and latch .....\$2.25  
 10 feet wide, 4 feet high, including hinges and latch ..... 5.25  
 Other sizes in proportion.

Supplied  
 by us or  
 local dealer. 207

THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Montreal, Toronto, Winnipeg, St. John

3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch,  
 \$7.87; 1 1-2 inch, \$9.45; 2 inch \$12.60.

**Solder**—Prices have increased slightly. The demand is fair. We quote as follows: Bar solder, half and half, guaranteed, is quoted at 18 1-2c; wiping solder at 17 1-2c, and refined 17 1-2c.

**Enamelled Ware**—The demand for Standard Ideal enamelled ware is increasing. A slight decrease is noted in sinks. We quote: Baths rolled rim 5 1-2 feet, 2 1-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50; B quality, \$2.00.

### VICTORIA, B.C., BOARD OF TRADE.

At the annual meeting of the Victoria B. C. Board of Trade on Feb. 8, the following officers were elected for the ensuing year:

President, Mr. William Mathers; vice-president, Mr. D. S. Curtis; secretary, Mr. A. E. White; executive council, Messrs. T. J. Trapp, F. R. Glover, A. E. Rand, H. G. Brymner, C. G. Major, F. J. Hart, T. S. Annandale, L. A. Lewis, Judge Bole, D. S. Curtis, H. Ryall, W. R. Gilley, Dr. H. A. Holmes, J. W. Creighton, M. Sinclair and J. Cunningham.

Among other timely topics discussed was the proposal to place a duty on lumber exported from the United States to Canada. Statistics were given showing the amount of lumber used in Winnipeg during the past year and it was stated that the greater part of this lumber had come from the States. It was demonstrated that had this lumber been the product of British Columbia mills it would have meant thousands of dollars for the Province, which had instead gone over to the American side. The same thing was going on all over Manitoba and the Territories.

### GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE &amp; NAIL CO., Limited,

LONDON, ONT.

### FOR STORAGE IN WINNIPEG

Handling and reshipping of goods.

Brick warehouse with track facilities

MACKENZIE BROS.

WRITE  
 244 PRINCESS ST.  
 OR P.O. BOX 579

WINNIPEG.

**RIFLE SALES**  
 can be increased if you sell the right rifle.

**Hamilton Rifles**  
 are emphatically the right rifles—  
 i.e., for target and small game.

No. 15 retails at \$2.00.  
 No. 19 (4 in. longer) at \$2.50.  
 Both short, 22 cal. cartridge.  
 Circular tells all about them.  
 Send for it.  
 Your Canadian jobber supplies them.

**The HAMILTON RIFLE CO.,**  
 Dept. 71. PLYMOUTH, MICH.

C.H. HENNELS PHILA.



# TIMELY TRADE TOPICS

By W. W.

"HELLO, Harry, I'm glad to see you," said an Ontario retailer to a hardware drummer last week.

The traveler assured the merchant that the pleasure was mutual, more especially so because of the warm greeting, something that is too seldom given, many looking upon the advent of the commercial man as a thing to be deplored rather than an event of probable profit.

The retailer continued by calling a clerk to look after the customer he had been serving and telling the clerk that he would be busy for a couple of hours and must not be disturbed except upon pressing business, he led the way for the drummer to the back of the store.

"Why shouldn't I give you fellows a friendly greeting," continued the merchant, "as its chiefly owing to the advice and suggestions of travelers that my business is going ahead so rapidly. I never realized this until I figured up my last year's profits, and when I came to size up the best-paying branches, I found that in nearly every case the balance on the right side was due to some pointers given me by the different commercial men who call on me. I've always made it a habit to ask questions regarding the methods of dressing windows and arranging the store from you men, who see so many stores in all parts of the country, and by so doing and showing that I appreciate the suggestions I have found that I get the confidence of the drummers and when any really good line or novelty is being put out I have been given a special tip and seldom find myself with a dead line on my hands."

\*\*\*

The experience of this retailer is that of dozens of others, who are recognized as the most progressive men in the trade. Travelers have learned by experience that the men who run up-to-date stores and are doing a big business can always be relied upon to give courteous treatment to the drummer, and though their time is limited, they are usually able to make an hour to spend looking over the new goods and listening to the comments of the traveler. On the other hand it is the dealers whose store are like graveyards, who wear a frightened look when the commercial man appears. Such men when they advertise at all, seldom change their advertisements and through the local papers advertise ice cream freezers or lawn mowers in the winter time.

\*\*\*

Mr. A. Karges, representing Gardiner & Co., of Woodstock, called on Hard-

ware and Metal this week. Mr. Karges is a young man, but he is brim full of up-to-date ideas, and says that if he hasn't Hardware and Metal to read on Sunday he feels as though he has missed a good sermon. He is much interested in the discussion over the relations between retailers and the drummers and sympathizes to a considerable extent with the knights of the road, saying that much of the progress of his firm is owing to its progressive advertising and the advantage taken of new lines offered by travelers. A couple of instances to illustrate this:

A traveler came along one day with a line of safety razors. The firm had only one in stock and it had laid on a shelf unsold for over two years. Notwithstanding this the firm decided to buy a box of the new line. The drummer supplied cuts to illustrate advertisements and considerable space was devoted to safety razors in the local papers. A demand was created and the result has been that several gross have been sold in about a year's time.

Another drummer offered a line of barn door hangers, and although the manager was not disposed to buy at first, he finally placed an order and secured the agency for the district. The line has proved to be a good seller and the advice of the drummer has put many dollars into the firm's cash box.

Messrs. Gardiner & Co., are contemplating making great improvements in their store and promise to supply photos to Hardware and Metal at an early date.

\*\*\*

An interesting letter from a drummer is crowded out this week but will be given space next week. It gives the commercial men's side of the case in a frank and entertaining manner. As yet no retailer has written regarding the shortcomings of the representatives of the jobbers. Shall we hear from their side in time to give it along with the above mentioned letter?

\*\*\*

Retailers having well-dressed windows can have their local photographer take a view of it for 75 cents or \$1, while a half-tone cut costs from \$2 to \$3. If the merchant will supply Hardware and Metal with a good photo of a window or of a neatly arranged interior, the publishers will stand the greater expense and will give space for some explanatory paragraphs. We trust that many merchants will take advantage of this offer.

\*\*\*

An English hardware dealer has adopt-

ed a good plan to display tacks, screws and other small articles usually found in a hardware store, and dealers in Canada, who have not adopted the box system, might find the English plan worthy of adoption. A supply of bottles with large necks is secured and the tacks and screws are stored and displayed in these bottles, small sales being easily effected as each size can be readily picked out.

\*\*\*

Window displays of builders supplies are the seasonable thing just now, and most of the up-to-date retailers in Toronto are showing this line of goods in their windows. The local merchants, who aren't doing so, should get busy as the sun is getting warm, the days are growing longer and the builders are preparing for a busy building season.

## PERSONAL AND TRADE NOTES.

J. Lawrence, plumber, Aurora, visited Toronto during the past week.

F. C. Kulow, plumber, Port-Colborne, was a visitor to Toronto this week.

W. Conrad, Waterloo, called on the plumbing jobbers in Toronto, this week.

F. Butters, plumber, Peterboro, visited Toronto this week and called on the local jobbers.

Mr. H. Sapery, of Syracuse Smelting Works, Montreal, was in Toronto this week, registered at the King Edward Hotel.

R. E. Walker, Caledonia, is talking of retiring from active trade life. His hardware store is a well-established business.

The Grand River Metal Works, Galt, are looking round for a larger factory to enable them to cope with their growing trade.

Mr. Jury, of Stott and Jury, druggists, Bowmanville, visited Toronto this week and arranged for a large plumbing job which he has under way.

Mr. Frederic Nicholls, vice-president of the Dominion Iron & Steel Company, has returned from a trip to Sydney. He reports Mr. Plummer, president of the company, to be rapidly regaining his health.

Mr. Frank H. Scott, of Montreal, has been in Toronto all week. He has a very fine and complete display of cutlery in his sample room at King Edward Hotel. Mr. Scott represents only Sheffield firms.

The Guelph Foundry Company, makers of the Grand Idea and New Idea stoves, ranges and heaters, have opened a warehouse in Toronto, at 176 Victoria street, a few doors north of Queen street. Mr. Vickery having been given the management. The rapid growth of the company's business made necessary



this expansion. A full line of samples will be carried at the new branch.

The twenty-eighth annual dinner of the employees of the Hobbs Hardware Company, London, was held last week, and was largely attended. The musical programme was furnished by the employees, and was much appreciated by those present. Mr. C. A. Whitwam, vice-president, occupied the chair, and Mr. W. A. Eastwood, the vice-chair. The following assisted in making the evening a very enjoyable one: Solos, by Mrs. Wm. Kennedy, an old favorite in London musical circles; Fred Robins, Ernest Phelps, Wm. Coleman and others. The usual toasts—that of "Our President," who was unavoidably absent, responded to by Mr. Wm. West and Mr. Wm. Kennedy; "Our Vice-President," by Mr. C. A. Whitwam; "The Employees," responded to by Mr. J. Jarvis and Mr. A. Sippi; "The Travelers," by Mr. A. E. Cowley and Mr. A. R. Hart; "The Ladies," by Mr. H. Macfie, Mr. E. Wilson, and Mr. J. Jackson.

#### LOOKING FOR CANADIAN TRADE.

**M**R. WALTER P. NOTCUTT, of London, England, is in Canada on a business trip. Mr. Notcutt is the head of a large firm in England which represents a number of manufacturers in the United States. His particular mission to Canada just now is the extension of his trade relations with this country.

"I have," he said to Hardware and Metal, "been greatly interested in Canada for some time, and through the advertisements which I have seen in Hardware and Metal from time to time I have got into touch with a number of manufacturing firms in Canada."

Mr. Notcutt, it should be said, is a regular reader of Hardware and Metal.

Mr. Notcutt's firm makes a speciality of builder's hardware, and it has been established about 18 years. It has about 1,600 accounts in Great Britain, and employs six travelers, covering the whole of the British Isles.

A unique feature in regard to the firm is that it does business on a different method from that employed by few, if any, others. For example, all the business for each firm he represents is transacted in the name of that particular firm. The letter heads, the invoices and all business literature bears the name of the firm he represents, his name merely appearing as the British manager. All bills of lading are made out in triplicate, one copy being retained in the office, another being shipped to the principals on this side, while the third is forwarded to the customer. The banking is also done separately and in the name of the particular firm on whose account the transaction is made.

Mr. Notcutt's warehouse is at 19-20 Holborn Viaduct, London, E.C., and the name of every firm he represents is in evidence on the front of the warehouse on a brass plate. It will thus be seen that every firm which does business in Great Britain through Mr. Notcutt is brought well into evidence. The advantage of this is obvious.

Mr. Notcutt is enthusiastic over the prospects of extended trade between Great Britain and Canada. "Our manufacturers in England," he said, "are not yet awake to the importance of the Canadian market, but on my return I shall do all I can to stir them up. There are great prospects here for British goods if our manufacturers would only look after the trade as they should. One thing they are not doing enough of, and that is advertising their goods in Canada. On the other hand, I find that the manufacturers in Canada are not as aggressive as they should be in looking after the British market. They are so busily employed that they do not seem to care particularly for the export trade, but if the natural resources of Canada are ever to be developed as they should be they will of necessity be compelled to cultivate the export trade, and particularly with Great Britain."

Speaking of the movement in England for preferential trade, he said it was developing increasing strength. "Why, my dear sir," he said, "should I a year or two ago have advocated preferential trade in the presence of business men they would have laughed at me, but now it is the talk of the clubs and a subject of conversation on the railroad trains. I expect to see preferential trade between Great Britain and Canada in actual existence before another five years have passed over our heads."

Mr. Notcutt leaves for England in a couple of weeks, and only regrets that the time at his disposal does not permit him to stay here longer. Next year, however, will see him back here again.

W. McIntosh has been admitted to partnership with Hugh Lockhart, Rapid City, dealer in agricultural implements, Rapid City.

#### CONDENSED MACHINERY ADVERTISEMENTS.

##### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " 6 months.....	10 00
25 " " 1 year.....	10 00

##### MACHINERY WANTED.

Items under this heading inserted free for readers of HARDWARE AND METAL

**S**TRONG Column Drill—To swing about 36-in.; must be in good order and cheap; also a portable engine and boiler, about 10 h-p, Bridge Works, Mitchell, Ont.

**W**ANTED—One second-hand clam shell digger, with traveling derrick, complete; and one second-hand locomotive, from 15 to 20 tons; must be in good condition. A. G. Creasor, Owen Sound

**W**ANTED—A small Sawmill Outfit that will cut from eight to twelve thousand per day. John Thompson, McKellar, Ont.

**W**ANTED—Slide Valve Engine for mill use about 24 x 30. Parry Sound Lumber Co. 74 Home Life Building, Toronto, Ont.

**W**ANTED—One Matcher and Planer for flooring and ceiling. Imperial Veneer Company, Limited, Sundridge, Ont.

**W**ANTED—One complete second-hand saw mill; stationary or portable; in first-class repair; from fifty to seventy-five horse power; give details, particulars and lowest cash price. The New Ontario Lumber & Tie Co., Savanne, Ont.

##### MACHINERY FOR SALE.

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

**O**NE second-hand gap lathe; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

**O**NE second-hand shafting lathe, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

**S**TANDARD SCALES, valves, trucks, steam specialties; W. I. pipe and fittings, machine tools, mill supplies, scale repairing a specialty; prompt delivery from stock; write for prices. The Fairbanks Co., Toronto.

**M**ACHINERY for Sale—Two large die presses; one large iron drill; cheap for immediate sale; in first-class order. United Factories, Limited, 164 Adelaide West.

**F**OR SALE—Factory on Lachine Canal, Montreal, equipped for felt hat manufacturing, but utilizable for any other purpose; for sale with or without machinery; water power is four hundred inches, increasable to one thousand inches; new American 48-inch wheel; shipping by rail and water; exceptional opportunity. H. Laurencelle, 230 McGill Street, Montreal.

**A**LTERNATING Motors and electrical machinery—all sizes, for power and light. Jones-Moore Electric Co., Limited.

**B**RICKMAKERS—Write for particulars of our open-air and exhaust steam dryers, trucks, automatic cutting tables, disintegrators. Bechtel Bros., Waterloo, Ontario.

**G**YCLONE Dust Collectors and planing mill exhaust fans; complete installation. Sheldon & Sheldon, Galt, Ont.

**E**LEVATORS for Freight and Passenger service, dumb waiters and fire escapes. Parkin Elevator Co., Hamilton, Ont.



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STYLE "A"



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# SAP PAILS and SPILES

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If you require either spiles or pails, we can ship you any quantity the same day the order reaches us.

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Made in six sizes, in both straight and flaring patterns.

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The superiority of these spiles over all others is well known to the trade. Tinned and Galvanized Iron in the following sizes and gauges, for sap pans always in stock.

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48x96x22  
48x96x24  
36x84x22  
36x84x24

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**Prompt  
Shipment  
Guaranteed.**

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LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B.

**"Everything for the Tinshop."**



# HARDWARE AND METAL

*President:*  
**JOHN BAYNE MACLEAN,**  
*Montreal.*

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## THE BINDER TWINE SITUATION.

THE necessity of a duty on binder twine does not seem to have impressed itself upon the Dominion Government as yet, although the situation is one which seemingly calls for immediate action. Canada is allowing the gigantic harvester trust in the United States to ship its surplus product into Canada, duty free, and sell at a price which has forced several of the smaller twine mills to close their doors, while some of the larger factories are running at their minimum capacity rather than close down altogether.

The above picture is bad enough, but when it is realized that Canadian mills are prevented from shipping into the United States market by the U. S. customs regulations, calling for a duty of 45 per cent. ad valorem on all binder twine, composed wholly or in part of manila, the injustice to the Canadian twine manufacturers is clearly manifest. A recent shipment of 30,000 pounds of twine by the Canadian Cordage Company, of Peterboro, to a Minneapolis im-

plement company, was listed at 10c. per pound and the duty of 45 per cent was imposed, the U. S. Customs Department also revoking the free importation of twine which had been in force since March, 1899.

Since the harvester trust cut the price down three quarters of a cent per pound below the current price in December, plants at Chatham, Walkerton, Ayton and Brandon have closed down, while the other factories at Brantford, Peterboro, Montreal and other points are keenly feeling the competition caused by the flooding of the market by the American twine. Several of these factories were established as co-operative companies and a large percentage of the stock is held by the farmers themselves, the stockholders naturally giving their own company the preference so long as prices are about equal, but being human enough to buy elsewhere if they can save money by doing so.

The establishment of a duty high enough to place a curb on the price-cutting of the American company might be objected to by a certain section of the farmers, but it is unlikely that much objection would be made, as the bulk of the farmers are beginning to realize that the building up of Canadian industries is as much a rural as a city interest. The best customer of a farmer is not the consumer of his products in foreign countries, but the consumer in our own land.

## PARCEL POST AND MAIL ORDER HOUSE.

IN a recent debate in the Commons, Postmaster-General Sir William Mulock was questioned about the cost of the parcel post section of the public service. He answered that the cost of carrying papers and parcels was lumped under one head, and that that branch showed a deficit. The public is entitled to a report on these branches, separately.

The reasons for a public carriage of mails, whether letter or newspaper, do not subsist in a like manner in the case of parcel post. All reasons, social, political, and commercial, make a Government control of the letter and paper post necessary. They are of such a nature that their security and inviolability must be absolutely guaranteed by

the Government. But no such argument can be advanced in the case of parcel post. This feature of the public service rests on a totally different basis. It is a question merely of utility. Its justification lies in its providing a convenience to the people at large, which they otherwise would not enjoy. This being so, it is reasonable to expect that the service should be self-supporting.

It was never intended that this part of the postal service should merely subserve the interests of the departmental stores and mail order houses. The mail order business is to some extent just in its infancy in Canada, but it is a pretty lusty infant. The evil is not so attractive that special privileges should be granted for its propagation. Yet that is exactly what happens if parcel post does not pay its own way. The situation is briefly this. The Government has a well equipped service for the transmission of mails. By mail, in the first instance is meant letters and papers. Letter-post need not be considered here. As for the latter, as supplying education and culture to points at which the schools cannot touch, as being the vehicle of that publicity which has been worshipped as the foundation of democracy, as enlightening the public politically, and inducing good, intelligent citizenship in the people at large, as being the mirror of the laws, decrees, customs and opinion of the land, as exerting these influences to a greater or a less degree—for the press does exert these influences,—the free transmission of papers by mail is entirely justifiable. But what argument can be adduced for the carriage of parcels—merchandise—on any other basis than that of its being self-supporting? It is a straight business transaction. A man goes to the market where he can buy his goods cheapest. The cost of an article is the actual amount paid for laying it down in his house.

We have the two methods of purchasing goods before us. In the first case, there is the retail dealer who buys his goods in the regular way and pays his full freight or express thereon. He then retails them—and this is the crucial point of the question—taking as the basis of his selling price the amount he paid for them, plus the freight or express charged. Let us be clear on this point. The small dealer at no stage of



the proceedings receives the slightest privilege or benefit from anybody. He keeps up his store in the town in which he does business. He pays taxes to the full on his building and stock. He employs clerks and assistants, who in turn contribute their quota to the revenue of the municipality. By his industry, he, directly or indirectly, improves the market for the farmers' produce and adds to his prosperity. The railway and express companies receive their proportional advantages. He does this while making a fair percentage of profit, never very large, on his investment.

On the other hand, there is the mail order house, whether it be entirely such or be a departmental store doing a mail order business. This concern has no stake in the towns in which it does business, it adds not one iota to the well-being or prosperity of the country at large; its whole interests, so far as they effect any good, are centred in the one big city which contains it. But not only have we these general evil effects of this class of business, but we have the positive unfairness of competition, resulting from a cheaper method of transportation. By the people at large paying for the deficit, which results from these companies sending their merchandise through the mails at less than the actual cost of the service, they are enabled to undersell the small retailer in a radically unfair manner. The small dealer has one hand tied behind his back when he goes into the fight. He has to pay a share of that very deficit which enables the mail-order house to take his business away from him. Such a condition is entirely at variance with our conceptions of fair and honest competition. The mail-order business is a menace to the retail dealer. Its growth is viewed with alarm by all business men. At least let it not be fostered by special mailing privileges.

There is just one way to change the present conditions. Let the merchants unite in bringing pressure to bear on the Government to have the parcel post raised to a fair rate. Let each business man throughout the country make personal representations to his representative or Senator of the unfairness of the present system. A strong and united protest will accomplish much.

## NEW YORK MERCHANTS' ASSOCIATION.

A HANDSOMELY bound booklet has been issued by the Merchants Association of New York, the secretary of which is S. C. Mead, New York Life Building, New York city. The object of the association is to foster the trade and welfare of New York, and about \$60,000 per annum is spent in promoting the interest of the members and the public generally. The association takes a live interest in public questions and exerts a powerful influence, as is evidenced by the fact that its opposition to the celebrated "Ramapo contract," under which the water supply of New York was to be handed over to a private corporation, resulted in the defeat of the proposition, the campaign costing the merchants \$35,000 and saving the taxpayers more than \$100,000,000.

The booklet contains a list of the members and goes into detail on the various advantages resulting from the existence of the organization, giving a resume of the work of its executive and its representatives who appeared before the State and National Governments in opposition to bills affecting the public welfare. An additional feature is an outline of the proposed legislative work on behalf of its members, and a copy of the by-laws of the body. The reading of such literature should aid in the development of similar organizations in Canada and all interested should procure a copy of the booklet.

## POSTMASTER-GENERAL SHOULD ACT.

LAST week we published an article from the Birmingham (England) Gazette and Express telling of the gathering of a number of manufacturers who had been victimized by an unscrupulous advertising solicitor, representing a Montreal commercial paper. Many Englishmen have been caught for yearly contracts, but they will refuse payment and will combine to fight the case if payment is pressed.

The matter is by no means a new one, as for several years past Hardware and Metal, the Monetary Times and other reputable papers, whose business was liable to severe injury, owing to the acts of fraudulent advertising swind-

lers, have done all in their power to expose this evil. The Monetary Times has now issued a 20-page pamphlet, entitled, "Dishonest Representations, a Remonstrance against Untruthful Statements Made in England in Connection with Canadian Trade." The booklet consists of a series of articles published during the past three or four years, concluding with one published in the issue of Feb. 27, 1905, in which are given several letters written by the officials of the Department of the Secretary of State, and the Department of Justice at Ottawa, in reply to letters from Mr. E. A. Wills, managing director of the Monetary Times.

Wise action has been taken in bringing the matter before the Dominion Government officials, as it is they who have the remedy for the evil in their hands. It has been clearly established that dishonest methods have been used by advertising solicitors representing one or two Montreal trade papers, and it is repeatedly stated that numerous contracts have been secured and thousands of dollars abstracted from enterprising British manufacturers through the dishonest use of the name of the Canadian Government. In the case of James Murray & Sons, Limited, Glasgow, it is stated that the name of the Secretary of State for Canada is given as a reference on the face of an advertising contract made with the Canadian Trade Review, of Montreal. The Glasgow firm were told by the advertising solicitor that the paper was "the Government trade organ" and on their suspicions being aroused they wrote the Government for information, the Under Secretary of State replying: "While I understand the Canadian Trade Review, of Montreal, to be a respectable and enterprising paper, it is not in any sense an organ of the Government of Canada, but is entirely distinct therefrom."

The publisher of the Trade Review made the claim that some years ago he wrote the Secretary of State and "requested that we might be allowed to refer to your department as a reference, as you had the full particulars of the status of this journal, at the time we were informed you had no objection to this request." Several letters have been written by the Under Secretary of State asking the publisher to sub-



stantiate this statement, but no replies were received and the Government officials have therefore declared this claim to be "wholly unfounded." Yet Hon. C. Fitzpatrick, Minister of Justice, after looking into the matter, says: "I do not see from these papers that there is any action devolving upon the Government in this matter."

From this view-point "Doctor" Griffin is at liberty to continue gathering in contracts for his paper, so long as the advertisers will stand for it.

Hardware and Metal, however, believes that the time has arrived for an investigation by the Postmaster-General, and it devolves upon the Dominion Government to take such action as will prevent the continued victimization of the British advertising public. If the charges made are substantiated, the Postmaster-General can, by withdrawing the postal privileges, compel the publishers to do business in such a manner as will not bring discredit upon the name of Canadian journalism. The discontinuance of this evil will result in a better spirit being developed between British manufacturers and Canadian Wholesalers, it will mean that money that is now being wasted will be spent to develop Canadian trade with the Motherland, and it will rid numerous Canadian merchants of the nuisance of being flooded with catalogues and samples of goods sent them by manufacturers in Great Britain on the strength of false representations and padded lists, furnished by the "promising" advertising solicitor, who is described as being a "greasy-looking, overdressed man, showing a profusion of diamonds."

#### TORONTO UNIVERSITY AFFAIRS.

A CRISIS in the affairs of the Provincial University of Ontario seems imminent. Charges of a grave character against the administration of the University are being investigated by a special committee of the Senate. Even if the committee make an indefinite finding and seek to smooth over the difficulty, as was the case in 1895, the people of Ontario will be in the right if they demand a more thorough and far-reaching investigation.

Two years ago and more, the Maclean

newspapers directed attention to the internal troubles which were undermining the good work of the University. At that time these references were resented by many newspapers of the Province, particularly The Toronto Globe. To-day the press has awakened to the fact that there really is something wrong. We find The Globe admitting that, "within the circles of the University there is unconcealed division and discontent. There is division among the teachers and discontent among the students, and the spirit of disquiet broods over all. Outside the inner circles, among the graduates and friends of the University, there is a growing sense of discouragement, a feeling almost of hopelessness, as regards any real and satisfactory betterment of the situation."

One reason why nothing has come of agitations, hitherto conducted in and around the University, is that graduates have shown a foolish pride about having the University appear more perfect than she really is. They cannot bear to have outsiders criticizing their Alma Mater. Notwithstanding, among themselves no one is more critical or more inclined to find fault on the least occasion. Perhaps it would be as well for them to remember that the University is not a private academy, which they alone are permitted to criticize, but a University of and for the people.

#### SPRING TRADE PREPARATIONS.

FROM the trade standpoint spring has arrived, calendar and weather conditions notwithstanding. All classes of business men are looking forward to a good spring trade. The retailer feels he should sell more goods than formerly to hold his own as to profits and show a desirable increase. Many, reaching a certain point in the volume of business done, stop there, and do not put forth energy to reach beyond. It is hustle nowadays or give up the ship. The most successful man will be he who outbids his competitors.

Granting that the store has been re-furnished with new and fresh goods, the next thing to do is to make the public acquainted with the kind of store kept. This is done by the right kind of advertising, by window trimming; in fact,

anything that will unfold the life within. Neglect nothing that will contribute to the betterment of your store. Represent things as they are and keep on hand the best goods the community will buy. By buying goods that you can sell quickly the value of newness is learned. It must be remembered, too, that what will sell in one locality is often a drug in another. The merchant, therefore, who would suit the people in his district, must be a close observer to comprehend the possible desires of his people. There must be accuracy in adapting purchases to probable demand.

Spring farm and trade preparations will soon begin actively. A fair crop and fair markets last year, with prices of all commodities high, will stimulate agricultural activities and bring money into the pockets of the tillers of the soil. This will increase their purchasing power for more of your goods. Are you going to get your share?

#### BE OPTIMISTIC.

DO not admit that any town is better than your own. There is too much complaining about the deadness of the town, the unprogressiveness of its citizens, and the perversity of everything and everybody. This kind of talk will never make your business any brighter. Remember that, whatever be the faults and failings of your particular bailiwick, that is the place in which you have cast your lot, and that your success depends primarily on the town's success. Be optimistic.

If there is any royal road to success, it lies in that. Convince yourself, first, that you are doing business in a community of intelligent people, who are able and ready to buy your goods, if you can show them that they are right in quality and price. Then get out and show them. That is what an advertisement is for—that is what your show windows are for. You will be surprised how infectious such a spirit of enterprise is. It will spread from you to your next door neighbor, from him to the rest of the street, and from that street to the rest of the town. That is what you want. Life and spirit in the town mean business and profits for you. Be optimistic.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 58.)

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, March 3, 1905.

**A** THOROUGH and complete improvement in the shipping facilities of Ontario and Western Canada is the most noteworthy feature of the market this week. The conditions in the Maritime Provinces continues unchanged, and travelers and shipments alike are experiencing a number of delays. The first of March has brought with it a large increase of orders from the retail merchants. About 75 per cent. of the orders received from Western Canada call for immediate shipment, as the opening of navigation will not materially benefit those living too far inland. On account of the great difficulty in transporting goods in the Maritime Provinces the majority of orders call for future shipments. The circulation of rumors to the effect that labor troubles would be prevalent this coming building season has caused many merchants to become pessimistic, and the size of the orders have materially suffered as a result. Aside from this feature the market continues brisk with firm prices. All goods for Spring and household use are receiving a good enquiry, and some large orders are being booked. Nearly all these orders call for immediate shipment. Despite the fact that bolts, nuts, rivets and burrs, and screws are staple goods they are in excellent demand, and trade is better than it has been for some years.

**Axes**—Trade is good. Prices continue unchanged. We quote as follows: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—A fair demand for handles is current. Prices are firm and continue unchanged. Our quotations are: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—Trade is steady and featureless. We quote: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—Prices have become steady, and the out look does not warrant a change. Our quotations: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—Some large orders for barb wire are being received. Prices remain the same. We quote the following: \$.275 for 100 lbs, f.o.b. Montreal; \$.237 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$.225 f.o.b. Cleveland. Carlots of 15 tons, \$.225 f.o.b. Cleveland.

**Fence Staples**—A good demand is current. Prices are steady. We quote: \$.265 per 100 lbs, keg for bright, and \$.3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—An increase of orders is a feature of the market this week. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half round boxes.

**Screws**—Merchants are ordering screws in large quantities. Prices are firm, but continue unchanged. Our quotations are: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Merchants are laying in a large stock in the anticipation of a good demand during the coming season.

**Wire Nails**—Orders of an appreciative character have been booked during the last week by the wholesale houses. Although no change in prices is anticipated, they will continue firm. We quote: \$.225 a keg, f.o.b., Montreal.

**Cut Nails**—A fair demand continues. Prices, although firm, continue unchanged. Our quotations are: \$.220 a keg, f.o.b., Montreal.

**Horseshoes**—Orders for horseshoes have been more numerous this year than in previous years. Prices are firm, and an advance is anticipated by the majority of the local wholesale trade. We quote: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes,

1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—Owing to the strong demand for horseshoes orders for horsenails have also increased accordingly.

**Sporting Goods**—Some orders are being received for future shipment. We quote as follows: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$.205 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$.2 per thousand; C. B. caps, \$.260 per thousand; standard shot, \$.650 per hundred lbs; chilled, \$.7 per hundred lbs; buck and steel, \$.750 per hundred lbs; ball, \$.8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—A stronger demand is current on the market this week. Shipments are moving more quickly. Trade in general has a much better appearance.

**Cordage**—This article is beginning to move more freely. Despite the fact that prices are high, a good demand is anticipated on the part of the manufacturers and wholesale dealers.

**Cement and Firebrick**—Trade continues quiet, and it is expected to continue so until the opening up of the Spring season. We quote: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.25 ex cars; Canadian Portland, \$1.90 to \$2. Firebrick, English and Scotch, \$18 to \$22; American, \$30 to \$35.

**Coil Chain**—Only a fair demand is current. Prices remain unchanged. Our quotations are: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wirecloth**—A large number of orders for Spring household use have been booked. Prices remain the same. We quote: \$1.50 per hundred square feet.

**Poultry Netting**—Trade conditions continue unchanged. Discount for 2 inch 19 gauge standard, extras at 60 and 5; for 2 inch 16 gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—A good demand is quite noticeable. No change in prices is expected, although they are firm. Our quotations are as follows: No. 5 \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.



## Ontario Hardware Markets.

Office of HARDWARE AND METAL,

10 Front street east,

Toronto, March 3, 1905.

**T**RADe has picked up during the past week, and the market is now very active, especially in builders' hardware. Travelers are sending in a large number of heavy orders, a very fair percentage being for present shipment. The improved tone of the trade is also noted by the increasing number of out-of-town merchants who are calling on the local jobbers and placing orders personally. All express themselves as looking forward to one of the largest building years in the history of the country, which means prosperity for the hardware trade. The wholesalers are shipping large quantities of shovels, spades, and other Spring goods, while travelers are commencing to book orders for skates for shipment next Fall.

The wire nail market is in a somewhat unsettled condition, and while prices have not changed as yet, rumors of an advance are current, and some manufacturers are said to have decided upon an advance of 10 cent per keg. Wire rods, the material used in the manufacture of nails, has advanced equal to a rise of 30 cents per keg, and as the mills are all busy and have very little stock on hand conditions are ripe for an advance.

Prices remain unchanged.

**Lawn Mowers**—The demand is increasing as the season for stocking up is approaching.

**Guns and Ammunition**—There is a fair demand for these goods.

**Washing Machines**—A normal demand is noted.

**Chain**—The demand of chains continues very active. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—Prices remain firm and trade is picking up considerably. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices remain as before, the demand being more active.

**Barb Wire**—The demand for barb wire is increasing, owing to the approaching Spring.

**Wire Nails**—Demand is very active, prices being unchanged. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—There is a fair trade being done. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—A very good demand for horseshoes is reported. We quote: "P. B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05;

No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—No change in prices is recorded. The demand continues brisk.

**Rivets and Burrs**—Trade continues steady, prices remaining as before.

**Bolts and Nuts**—Prices remain unchanged. The demand is very active, and the mills are very busy.

**Cement**—A normal demand for cement is noted, the season for large orders being now at hand. Building operations have commenced in some districts, and as an excellent season is anticipated the demand for cement will probably be heavy. Last week's quotations are unchanged as follows: For carloads orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—There is a normal demand for the various classes of firebrick,

prices remaining unchanged. We quote as follows: English and Scotch firebrick, 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—The market for building paper is improving, and some good-sized orders are being placed. No great change is expected to take place for another fortnight, after which a large increase in business is expected.

**Coal**—The soft weather has loosened up the coal market considerably, and the railroads are handling their orders as well as could be expected. Spot coal continues firm, and the demand is strong. Prices remain unchanged as follows: Anthracite in cars at bridges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghioheny soft coal in cars, bonded, at the bridges: 11-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

## METAL MARKETS AND NOTES

**I**T will be conceded that the year 1905 has started in well from a pig iron producing standpoint in the United States. The output for January was approximately at the rate of 21,000,000 tons annually. February promises an even better report, for several new furnaces of large capacities have blown in and there is effort everywhere to get out the largest possible tonnage.

A giant ore crusher is being installed at the Granby mine at Grand Forks, B. C.

Efforts are being made to merge the Le Roi, War Eagle, Centre Star, Snowshoe and other mining interests in Rossland.

The Golden Ears copper and gold mine, at Pitt Lake, near New Westminster, is to be re-opened after a lengthy shut down.

The first stamp mill product of the Shakespeare gold mine, to the value of between three and four thousand dollars, was shipped from Webbwood last week. Every indication points to the property as being a good-paying proposition.

The acquisition of the Esquimalt and Nanaimo Railway by the C. P. R. has opened up a movement, looking towards the establishment of a smelter on the west coast of Vancouver Island, where valuable mineral deposits lie undeveloped.

The Regina gold mine in the Lake of the Woods district is to be reopened after being closed down for some time.

A considerable quantity of machinery has been purchased and operations will soon commence. The mine is believed to be a good property.

The output of the Dominion Iron and Steel Company, of Sydney, C. B., during last year, is stated to have amounted to 143,113 gross tons of steel of all kinds and 96,601 tons of pig iron. The company imported 222,000 tons of iron ore for use in blast furnaces.

The first discovery of nickel ore in British Columbia has taken place in the Yankee Girl mine, near Ymir. A trial shipment will probably be made to the smelter at Sudbury. The Sudbury ores average 3 per cent. in nickel, while the Ymir ore is said to go 5.1 per cent.

Fear is expressed by John Keen, president of the Mining Association of B. C., that there will be a general strike of the smelter men in British Columbia, owing to the defeat of the socialist eight hour day bill in the Legislature. Some smeltermen have already gone out at Boundary Falls.

The Breckenridge & Lund Company's coal mine at Lundbreck, 40 miles west of Macleod, on the Crow's Nest branch of the C. P. R., has given a contract for their hoisting and developing plant and expect to be in full working order by next July. A carload of bituminous coal is now being shipped daily.

Zinc was first specifically mentioned by Paracelsus in the sixteenth century, although it was certainly known to the ancients. The first of the moderns to



actually produce metallic zinc from its ores was Henckel in 1721. The first zinc smelter of which we have any record was erected in 1740 by John Champion at Bristol, England.

Thomas Gibson, director of the Bureau of Mines for Ontario, has received a request from large manufacturers in New York for information regarding the supply of molybdenite in Ontario, they desiring to use the metal in the manufacture of tool steels. There are extensive deposits of this metal in Ontario, but none of the mines are developed as yet.

The imports of foreign coke into Belgium during last year amounted to 338,791 tons, as compared with 308,877 tons in 1903. The bulk (292,725 tons) was supplied by Germany, 45,166 tons coming from France and only 582 tons from England. The exports of Belgian coke advanced from 841,142 tons in 1903 to 879,798 tons last year. Of this total France took 471,677 tons, Luxemburg 224,657 tons, Germany 86,305 tons, and Holland 55,829 tons.

The total assets of the Winnipeg mine, situated three miles east of Phoenix, and connected with the Phoenix branch of the C. P. R. by a spur, have been sold for \$25,000 to W. S. Hunter, of Greenwood, and others. Old miners believe the Winnipeg mine has a large body of iron ore having gold value, a product much required by smelters. The Winnipeg has 5,000 feet of development, including 350 feet shaft, and much drifting. There are also new buildings and good machinery, including air compressor, hoists and pumps.

The report of the Port Hood Coal Company, just issued, shows that last year's output was only 62,335 tons. The directors had expected to make a contract for 150,00 tons, and relying on this neglected to retain their previous trade. The company went in debt \$60,062 during the year, including \$42,000 of the company. Two miles of survey made for a three years' option, on the exercise of which preferred shareholders would be paid their \$250,000 capital, and the common shareholders \$45,000. This will be considered at the adjourned annual meeting, March 11.

The eighth annual report of the War Eagle Consolidated Mining & Development Company, for the year ending December 31, has just been issued. The financial statement shows assets of \$2,308,151.61, the mines and mineral claims being valued at \$1,699,329.39. The year's operations show a profit of \$83,153.93, of which \$27,797.78 was applied to interest on the indebtedness and \$19,903.98 was written off for depreciation, leaving \$40,157.17. The cost of ore production was brought down to \$2.24, and the total cost of mining, including development work, to \$3 per ton.

The discoveries of iron ore and aluminum in Central India are officially confirmed, and it seems likely that they will revolutionize industrial India. A rush has commenced to stake out aluminum claims, and a company, with a capital of over \$5,000,000, backed by the wealthy Parsee Tatta connection, is being formed to erect blast furnaces and coking plants. Three million tons of the finest iron ore have already been

proved to be in the new fields, while coal and limestone are within reach, and also enough easily worked aluminum ore to supply the present needs of the world.

N. V. Leech, of London, Eng., a director of the Cape Breton Iron and Railway Company, has arrived at Glace Bay, N. S., accompanied by P. F. Thomas, who will be resident manager of the company. Two miles of survey have been completed from Broughton, where the company's mine is situated, toward Sydney, on the proposed railway. Three mining machines are now in use in the pit and more will be added in the spring. Work on a third slope will be in operation when the mine is in full running order. Mr. Horace Mayhew, the English coal baron, is president of this new company, which proposes to carry on large operations.

### METAL MARKETS.

WHILE there are no new developments to record, the general condition of the metal market continues strong, all lines being in good demand and prices being firm and stiff. The mills are very busy and the enormous production is being well absorbed, the mills being unwilling to take any prompt business except at a heavy premium. The vacuum in the market has caused a strong demand for stock shipments. The expected advances in tin plate have not yet materialized.

Recent storms in the lower provinces makes it difficult (and in some cases impossible) to obtain Dominion or English iron. As a result of these conditions, stocks held by the local agents are very light. A number of orders are being received, with shipments to take place after navigation opens. Although a decline is then expected, prices will not drop as low as the last year on account of the firm condition of iron. In the United States, iron has a strong inclination to advance, while in Great Britain a slight decline is noticeable. A small advance has been made by the mills on cold rolled shafting, and it is expected that the commission merchants will advance their price in a few days.

### Quebec Metal Markets.

Office of HARDWARE AND METAL,  
232 McGill street,  
Montreal, March 3, 1905.

**Pig Iron**—A few orders are being received for future shipment. Prices are firm and are expected to continue so until the opening of navigation. Our quotations are as follows:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom," No. 1.....	17.50 "
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17.50 "
" No. 3.....	16.50 "
" No. 4.....	16.00 "
Londonderry.....	\$18.50 to \$19.00 "
Glengarnock.....	20.00 "
Gartsherrie.....	19.25 "
Carnbroe.....	18.50 "
Carron No. 1.....	20.00 "
" (special).....	19.00 "
Ayresome No. 1.....	18.50 "
" No. 3.....	18.00 "
Summerlee.....	20.00 "
Clarence No. 1.....	18.00 "
" No. 3.....	17.50 "
No. Cleveland....	18.00 "

**Bar Iron**—Trade conditions continue unchanged. Prices are firm. Our quotations are:

Merchant bar, \$1.80; horse-shoe iron, \$2.02 1-2; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—A fair demand is noted on this market. Prices are steady and, although firm, no advance is anticipated. We quote: Colonial and Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Galvanized Sheets**—More activity is recorded, while prices remain unaltered.

**Tin Plates**—The market continues very active and prices firm.

**Canada Plates**—There is a fair demand with prices as before.

**Brass**—The demand continues strong, and prices unchanged. Discounts are 10 per cent.

**Lead**—The market is strong and active, there being a better demand with no change in prices. We quote: Pig lead, \$3.80 per 100 lbs.; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—Continued activity is noted in zinc spelter. Quotations continue as follows: 7c per lb for foreign and 5 1-2 to 5 3-4c per lb for domestic.

**Copper**—The demand for copper ingots continues active. Prices remain as before. Quotations are as follows: Ingot copper, 16 1-4c per lb and sheet copper, 21c per pound.

**Antimony**—The market continues quiet, and prices unaltered.

**Merchant's Steel**—Conditions of trade remain unchanged. Prices continue the same. Our quotations are as follows: Sleighshoe, \$1.90; tire, \$2; spring, \$2.75; toealk, \$2.55; machinery, iron finish, \$2.05; square harrow, \$2; reeled machinery steel, \$2.75; mild, \$1.85; rivet, \$1.85, net cash thirty days.

**Cold Rolled Shafting**—Prices have been slightly advanced by the mills, and it is expected that the dealers will advance their prices also in a few days. We quote the following prices: Cold rolled shafting, 3-4 inch to 17-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—A fair amount of orders are being booked. Our quotations are as follows: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized, 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—Beyond a fair demand the market is featureless. We quote: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—A fair amount of orders have been booked for Galvanized iron. A change for the better is expected. We quote the following: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals "Best



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DRAIN PIPES, CULVERT PIPES,  
SEWER BRICKS, INVERTS,  
FIRE BRICKS, FIRE CLAY,  
BUILDING BRICKS,  
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KING, QUEEN and WELLINGTON STS.  
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DESERONTO, ONT.

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## CHARCOAL PIG IRON

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required. Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

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## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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## GALVANIZED FLAT SHEETS

THE "VANDA" BRAND

For all purposes requiring the best quality.

It is "deadflat," well galvanized, true to gauge and specially soft for working-up. We guarantee every sheet bearing our brand.

**C.F. JACKSON & CO., Limited**

Wholesale Merchants

Ormidale Block, Vancouver, B.C., and

Liverpool, England

Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Sacks, Grain Bags, etc., etc

Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra.

Antimony—A moderate demand exists. Prices are firm at from 9½ to 9¾c.

Sheet Zinc—Prices are firm and an advance is anticipated. We quote the following: Case lots, \$7; small lots, \$7.25.

Tin Plates—The demand has begun to diminish. Prices still remain firm. Our quotations are: Cokes, \$3.75; charcoal, \$4.00.

Ingot Tin—During the past week tin has been fluctuating. No material change is noted in the price. We quote: 32½ to 33c.

Ingot Copper—Copper market is firmer, and prices are very firm at 16½c, no concessions whatever being obtainable on these prices.

Ingot Zinc—There is a fair demand for zinc. We quote: 6¾ to 7c.

Pig Lead—There is no material change in the prices, although the market is slightly easier. Our quotations are: \$3.50 to \$3.60.

Boiler Tubes—Prices are firm and continue unchanged. We quote the following prices: Highest grade soft steel, British and American tube, 11-2 inch, 81-2c; 2 inch, 81-2c; 21-2 inch: 10c; 3 inch, 121-4c; 31-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

### Ontario Metal Markets.

Office of HARDWARE AND METAL,  
10 Front street east,

Toronto, March 3, 1905.

Pig Iron—Trade continues quiet and prices unaltered. We quote:

Middlesboro, f.o.b. Toronto	\$21 00
Hamilton, No. 1, at furnace	18 00
No. 2, " "	17 50
Midland, No. 1, " "	18 00
No. 2, " "	17 50
Radnor, at furnace	27 50
Londonderry, at furnace	16 50 to 17 00

Bar Iron—A very strong demand is noted and prices continue very stiff. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

Tin—The market shows a very strong demand and, while prices are now as high as they should ever be, the shortness of stocks and the active demand is causing a stiffening in trade conditions. Quotations remain from 32 to 34c. per pound.

Scrap Metal and Old Material—Old metals still continue firm in price, and an advance of ½c is noted in yellow brass. It is predicted that old rubbers have weakened, and the majority of prices paid, range from 5½ to 5¾c., although a few shipments of exceptionally good stock bring as high as 6c. per pound. There is a good demand for machinery and wrought scrap, and orders of an appreciative nature have been received from the foundries and rolling mills, respectively. We quote the following prices: Heavy copper and wire, 12¾c; light copper, 11½c; heavy red brass, 10½c; yellow brass, 8½c; light brass, 6c; lead, 2¾c; zinc, 3c; machinery cast

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"The most reliable tool steel on the market."

LARGE ASSORTMENT IN STOCK

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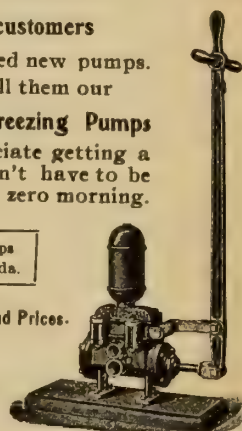
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## "ALPHA"

HIGH SPEED STEEL

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Crucible Cast Steel

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& COAL Co., Limited**  
NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**  
And SIEMENS MARTIN  
OPEN HEARTH STEEL



scrap, \$14; wrought scrap, \$14; stove plate scrap, \$11; No. 1 country rags, 75 to 90c. per hundred pounds; old rubbers, 5½ to 6c.

**Old Material**—There is a normal demand for the various lines of old material. Copper is firm and brass is expected to become more active. Prices unchanged and the general demand continues. We quote as follows: Heavy copper and wire, 12½-2c per lb; light copper, 11½-2c per lb; heavy red brass, 10½-2c per lb; heavy yellow brass, 8c per lb; light brass, 6c per lb; tea lead, \$2.40 per 100 lbs; heavy lead, \$2.60 per 100 lbs; scrap zinc, 4c per lb; iron, No. 1 wrought, \$11; No. 2 wrought, \$3 to \$5; machinery cast scrap, \$14; stove-plate, \$10; malleable and steel, \$5; old rubbers, 5½-2c per lb; country mixed rags, 65c per 100 lbs.

For Manitoba Metal Markets see page 38.

# UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL by The Iron Age**, March 2, 1905.

**R**EADERS in the iron industry are growing rather uneasy over the accelerated pace which the markets are developing, and the indications of an unwelcome boom are multiplying. The tonnage produced and taken is of unprecedented volume, and yet in many branches makers are falling behind in deliveries, the only exceptions being steel rails and bridge material. The bridge shops have been running light during the past few months, but are beginning to do better. It is understood, for instance, that the plants of the American Bridge Company, which have been running only 50 per cent of capacity, have quite recently increased to close to 60 per cent.

There has been a resumption of the buying movement in pig iron, and in the eastern markets it has developed during the past few days on a scale never before witnessed. Eastern Pennsylvania steel makers have purchased further quantities of Basic pig, aggregating fully 60,000 tons, for delivery into the third quarter at prices equivalent to \$16.50 to \$16.75, delivered. The general foundry trade in New England and on the Atlantic Coast territory has been buying in moderate quantities, but for early delivery, the aggregate being quite large. The puddling mills are just entering the market for a liberal tonnage.

In the Central West the Steel Corporation has bought 40,000 tons of pig iron, taking 25,000 tons from the Bessemer Association. The same interest has availed itself of some old options on Basic pig for delivery to eastern works and is in the market for a considerable quantity for the second quarter.

Chicago and Cincinnati both report a livelier buying movement in foundry iron and, like other distributing centres, reflect an upward tendency of prices.

Acute scarcity is observed in the steel market and fancy prices have been paid for sheet and tin plate bars.

There is little that is new in the steel rail trade. There are indications, however, that the international pool has been making headway and that pending final arrangements the mills are keeping out of one another's territory.

The demand for plates has been very heavy, reflecting the swelling volume of



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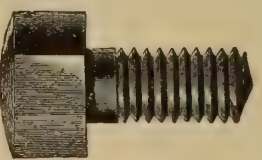
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**Brand Galvanized Sheets**

will double seam either way of grain.  
 High grade and low price. Every sheet guaranteed.

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 Pontardawe, South Wales.



**THE JOHN MORROW MACHINE SCREW COMPANY, Limited**

Manufacturers of  
 Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.  
**INGERSOLL, ONT.**

new orders for rolling stock for the railroads.

Steel bars have been advanced \$2 per ton, from 1.40c. to 1.50c. Pittsburg. It has been decided, however, not to retain the extra of \$1 per ton for open hearth bars over Bessemer bars, in view of the competition of iron bars. The producers of chain rods have added \$2 per ton to their prices. It is expected that the makers of hoops and bands in the Pittsburgh district will also advance prices \$2 per ton.

In the merchant pipe trade another reduction in discounts equivalent to an advance of \$1 per ton has been announced.

The contract for the castings for the new tunnel under the Hudson, amounting to about 21,000 tons, has been awarded to the Bethlehem Steel Corporation, which takes that company out of the market for merchant pig for seven months after June 1, to the extent of 3,000 tons per month.

The coke makers are very heavily sold far into the year and are under great pressure to make deliveries. The H. C. Frick Company has just announced an increase in wages to all labor.

## TRADE CONDITIONS IN NEW BRUNSWICK.

Special Correspondence of **HARDWARE AND METAL**

St. John, N. B., Feb. 28, 1905.

**I**T may be said that "it's the same old story"—the superabundance of snow continues to hamper business generally. Travelers are either stalled in the country or prevented from getting to the country by the blockading of the railway lines. At present, however, there are indications that the next few days will see the roads cleared and then the lost time must be made up. The storms have done some little good, at all events, for they have resulted in

snow shovels being in great demand. Persons who in other years have employed laborers to shovel snow have this year found it necessary to their own comfort to provide themselves with shovels, hence the demand has been somewhat greater than usual. No firm, of course, would grow rich on the sale of snow shovels, but the increase in the demand is worthy of note. It is said also that, in some cases at least, the great quantity and weight of snow in the country districts will necessitate a replacing of the fences, which in many instances, are of wire, and which have been broken down by the winds and snow. Consequently some dealers are looking for an increased demand for wire fencing in the spring.

At present the quiet condition in building circles here, noted some time ago, is still in evidence. The general opinion seems to be, however, that the next few months, particularly when the snow has disappeared, will see the builders with plenty of work. If this opinion prove well founded the hardware men will profit. One jobber has even gone as far as to predict that the demand for builders' hardware will increase 10 per cent. The demand for this class of hardware has usually been pretty steady here and prices fair. Just now there are signs that in some branches, at least, prices for this hardware will increase. Nails are looked to as probable to rise in price in the near future. Local jobbers have not raised their figures for nails as yet but they are expected to do so. In other lines there are also some slight evidences of coming increases.

The Belgium strike has, of necessity, been affecting the local glass market. The consequence of the strike noticeable here is that the price is very firm. The indications now are that the demand for glass will be very good this spring. Retailers are already beginning to send their orders into the wholesale men and



the latter anticipate a lively glass business in the coming months.

Like the larger members of, what may be called, the same family tacks are showing an upward tendency. As yet, however, it cannot be said that the tendency has been particularly pronounced. Neither is the use greatly feared.

The Canada Paint Company has appointed Mr. James Craig as its Maritime Province representative. Mr. Craig is an experienced man in this line of business and will doubtless do good work.

### LONDON METAL MARKETS.

From Metal Market Report, March 1, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 49s. 3d, and Scotch warrants at 54s., making prices as compared with last week 1s. 4 1-2d higher for Middlesboro and 1s. higher for Scotch warrants.

**Tin**—Spot Tin opened easy at £131 5s., futures, at £130 12s. 6d, and after sales of 150 tons of spot and 500 tons of futures closed firm at £131 10s. for spot and £130 17s. 6d for futures, making price as compared with last week 15s. higher on spot and 12s. 6d higher on futures.

**Copper**—Spot copper opened easy at £68 3s. 9d, futures at £68 11s. 3d, and after sales of 200 tons of spot and 350 tons of futures closed steady at £68 5s. for spot and £68 12s. 6d for futures, making price as compared with last week 1s. 3d lower on spot and 1s. 3d lower on futures.

**Lead**—The market closed at £12 5s., making price as compared with last week 5s. lower.

**Spelter**—The market closed at £24 2s. 6d, making price as compared with last week 5s. lower.

### AMONG THE BOARDS OF TRADES.

#### Quebec City.

A SPECIAL meeting of the Quebec Board of Trade was held on Feb. 22 to receive and hear the views of a delegation of merchants from the Montreal Federation of Associations of Retail Merchants on the question of the suppression of trading stamps. The personnel of the delegation was as follows:

J. O. Gareau, President; Armand Giroux, O. Lemire, P. Daoust, Allaire Trudeau, A. Fleury, W. U. Boivin, Ald. J. D. Couture, E. J. Paquet and Eug. Fleury.

Mr. Power, President of the Board of Trade, requested Mr. Gareau to address the meeting on the subject at issue, when the latter explained that it was the intention of the retail merchants of Montreal to petition the Federal Government to introduce a measure of legislation at the present session for the suppression of trading stamps, and to make it an illegal act to issue, handle or sell these articles. He said that the Provincial Legislature had already passed a law to that effect, but an appeal had been taken to the courts as to the power

of the Legislature to do so, and it might take four or five years before a final decision of the matter was reached. It was now the intention to appeal to the Dominion Government for an immediate suppression of the trading stamp system. The Federation was seeking the support of the various trade bodies throughout the Dominion. The Quebec Board of Trade had already passed such a resolution, and invited the Board to name a deputation to join with the large deputation from different parts of the country, which it was prepared to gather in Ottawa on the 8th of March, next, to lay their views before the Government.

It was finally moved by Mr. G. E. Amyot that a delegation of the Board be sent to Ottawa on March 8 to join with the delegations from other cities in supporting the demands of the Federation of Associations of Retail Merchants for legislation for the suppression of trading stamps. The motion was adopted and the meeting adjourned.

### HOCKEY SEASON OVER.

THE victorious plumbers hockey team, representing the James Morrison Mfg. Co., won two more games during the past week, one from the C. P. R. team by default, and one from Jones Bros., after the most hotly contested game of the season, the score being one to one at the close and ten minutes extra being played, in which time the lead pipers cinched the game by scoring two goals.

This is the second consecutive season that the Morrison boys have won a handsome cup, each player of the champion team also winning a locket. A photo of the team is promised Hardware and Metal and will be presented to our readers in one of our coming issues.

It is unlikely that any more games will be played as the championship is decided. The final standing of the league is therefore as follows:

	Won.	Lost.	To Pl.
Jas. Morrison.....	8	0	0
John Inglis.....	4	2	2
Jones Bros.....	2	3	3
J. T. Brown.....	1	4	3
C. P. R.....	0	6	2

### AN INDUSTRIAL INCUBATOR.

Public-spirited citizens of Hartford, Conn., have started an interesting enterprise. About \$115,000 have been subscribed for the purpose of erecting what has been termed an industrial incubator or nursery. In the building, which will be equipped with a power plant and will have a floor area of more than 50,000 square feet, it is proposed to let rooms and power at a nominal figure to infant industries and an inducement to new in-



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### Steel Shingles

either Galvanized or Painted

**Are Always** They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

**Reliable** They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering **EASTLAKES** for the roof—fullest information if you write.

**Metallic Roofing Co., Limited,**  
WHOLESALE MFRS., TORONTO, CANADA.

dustries to go to the city or start there, the idea apparently being that the infants will soon develop into full-grown manufacturing undertakings beyond the capacity and needs of the nursery.

### INCREASING USE OF RUBBER.

THE United States Bureau of Statistics presents some remarkable facts showing how fast the world's consumption of rubber is expanding and how inadequate the supply is to satisfy the demand which comes from all civilized countries without checking consumption by advancing prices. In the last twenty years the imports of rubber in the United States have increased from \$10,000,000 annually, in round figures, to \$44,000,000, yet the price has risen from an average of 43 cents for crude rubber, gutta-percha included, to 70 cents a pound last year. In 1884 the imports were 23,672,563 pounds. In 1904 they were no less than 61,889,758 pounds.

This great increase, which far exceeds the rate of growth in the population of the country, has been most remarkable in the last six years. Over 11,000,000 pounds marks the gain from 1902 to 1904. In market value the imports of rubber have more than doubled since 1897, and the increase in the last two years has been about 75 per cent. In the light of such figures it is not surprising to learn that the capital employed in rubber manufactures in the United States expanded from \$6,000,000 in 1880, to \$39,000,000 in 1900, and the value of the products from \$13,750,000 to \$52,500,000 in the same twenty years.



## HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m. Friday, March 3, 1905.)

Office of HARDWARE AND METAL  
Room 515 McIntyre Block,  
Winnipeg, Man.

SPRING business is opening out well, and all indications point to a prosperous season. No difficulty has been experienced here this winter in making shipments, although reports from Eastern Canada indicate that Montreal and Toronto houses find difficulty in making deliveries owing to snow blockades.

\* \* \*

Mackenzie Bros. have moved from Bannatyne avenue to 244 Princess street, where they are now established in larger premises. At their new address they have excellent storage accommodation and track facilities. They are agents for Western Canada for the Rex Flintkote roofing, in which they are doing a large business.

\* \* \*

Macdonald & Fleming, whose retail establishment on Main street was gutted by fire last December, are now in their new quarters on Portage avenue, where they have one of the finest hardware stores in Western Canada.

\* \* \*

John N. Hunter, of Montreal, called at the office of Hardware and Metal last week. Mr Hunter is making a trip to the coast in the interests of Decatur, Bull & Co., of Montreal, and he is calling on the jobbing trade in the various centres. Mr. Hunter was formerly advertising manager for Lewis Bros. & Co., Montreal, and was responsible for the series of attractive advertisements of that firm which appeared in Hardware and Metal last year.

\* \* \*

Prices are steady this week.

**Wire**—No changes to record. Prices are steady and business is becoming more active. We quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized.....6 to 8	3 39
Plain galvanized.....9 2 50	2 90
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Plain twist.....	2 85
Staples.....	3 35
Oiled annealed wire.....10	2 96
".....11	3 02
".....12	3 10
".....13	3 20
".....14	3 30
".....15	3 45
Annealed wires (uncoiled) 10c. less.	

**Horseshoes**—Trade is quiet and prices are steady. We quote:

Horseshoes, iron, No. 0 to No 1.....	\$4 55
No. 2 and larger ....	4 30
Snow shoes, No. 0 to No. 1.....	4 80
No. 2 and larger.....	4 55
Steel, No. 0 to No. 1.....	4 70
No. 2 and larger.....	4 45

**Horsenails**—Discounts and list price are as follows:

Horsenails, No. 4—1½ in., list price	0 48
" " 5—2 " "	0 32
" " 6—2½ " "	0 28
" " 7—2½ " "	0 24
" " 8—2½ " "	0 22
" " 9—2½ " "	0 20
" " 10—2½ " "	0 20
" " 11—2½ " "	0 20
" " 12—2½ " "	0 20
" " 14—3½ " "	0 20

Discounts on these prices are for "C" brand 40, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

**Wire and Cut Nails**—We quote:

Cut Nails—	Wire Nails—
2d 1 in.....\$4 00	1 in.....4 00
3d Fin. 1½ in. 4 00	1½ in.....4 00
3d 1½ in.....3 65	1½ ".....3 65
4d 1½ in.....3 40	1½ ".....3 40
5d 1½ in.....3 40	1½ ".....3 40
6d 2 in.....3 30	2 ".....3 30
8d 2½ in.....3 15	2½ ".....3 15
10d 3 in.....3 10	3 ".....3 10
20d 4 in.....3 05	3½ ".....3 05
30d 4½ in.....3 00	4 ".....3 05
40d 5 in.....3 00	4½ ".....3 00
50d 5½ in.....3 00	5 ".....3 00
60d 6 in.....3 00	5½ ".....3 00
	6 ".....3 00

**Screws**—Trade is brisk for the season. We quote discounts as follows:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—We quote:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" small lots.....	2½c. "
Hex " case lots.....	3c. "
" smaller lots.....	2½c. "

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	29½
No. 12.....	33

**Coil Chain**—Prices continue unchanged. We quote:

Coil chain, 3-16 inch.....	9.25
" ¼ inch.....	7.25
" 5-16 inch.....	5.20
" ¾ inch.....	4.60
" 7-16 inch.....	4.45
" ¾ inch.....	4.30
" ¾ inch.....	4.10
" ¾ inch.....	4.30

**Shovels**—Discounts on shovels and spades are 40 and 5 per cent.

**Harvest Tools**—Discount 60 per cent.

**Axe Handles**—Prices are:

Axe handles, turned, s.g. hickory, doz..	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60

**Files**—We quote:

" Arcade ".....	70 and 10 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—Business is becoming active. We quote prices as follows:

Anchor, plain.....	65c.
" tarred.....	70c.
Pure fibre, plain.....	67½c.
" tarred.....	80c.

**Ammunition, Etc.**—We quote as before:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
Ammunition, cartridges, American R.F.	33½ p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

**Loaded shells:**

Eley's and Kynoch's soft, 12 gauge	
black.....	15 00
chilled, 12 gauge.....	16 00
soft, 10 gauge.....	18 00
chilled, 10 gauge.....	19 00

Shot, Ordinary, per 100 lb.....	6 25
Chilled.....	6 75
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00

**Tinware**—Discounts unchanged. We quote:

Tinware, pressed, retinned.....	70 and 10 p.c.
plain.....	75 and 2½ p.c.
" pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
" Famous.....	50 p.c.
" Imperial.....	50 and 10 p.c.

**Cordage**—We quote:

Rope, sisal, 7-10 and larger, basis.....	11 25
Manila, 7-10 and larger, basis.....	15 25
Lathyrn.....	11 25

**Axes**—We quote:

Axes, chopping.....	\$ 6 75 to 12 00
" double bits.....	12 00 to 18 00

**Iron and Steel**—Prices are steady.

We quote:	
Barnon (basis).....	2 50
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 65
Spring steel.....	3 00
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00

**Black Sheets**—Spring business is opening out well. We quote as before:

Black sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

**Galvanized Sheets**—We again quote:

Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 50
28 gauge.....	4 50
30 gauge or 10½ oz.....	4 75
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28 ".....	4 75

**Tin Plates**—We quote prices as before:

Tinplate, IC charcoal, 20 x 28, box.....	10 00
" IX.....	12 00
" IXX.....	14 00

**Ingot Tin**—Quoted at 35 cents.

**Canada Plates**—We again quote as follows:

Canada plate, 18 x 21, 18 x 24.....	3 25
Canada plate, 20 x 28.....	3 50
Canada plate, full polished.....	4 00

**Sheet Zinc**—In cask lots the price is \$8.25 per cent., and in broken lots the price is \$8.75.



**Pig Lead**—Still quoted at \$4.50 per 100 lbs.

**Iron Pipe**—We again quote as follows:

Black iron pipe, $\frac{1}{4}$ inch .....	2 45
" " $\frac{3}{8}$ " .....	2 65
" " $\frac{1}{2}$ " .....	3 00
" " $\frac{3}{4}$ " .....	3 80
" " 1 " .....	5 50
" " $1\frac{1}{4}$ " .....	7 45
" " $1\frac{1}{2}$ " .....	8 95
" " 2 " .....	12 30

**Petroleum**—Prices are steady since the recent reductions. We quote:

Silver Star, per gal .....	20 $\frac{1}{2}$ c.
Sunlight .....	21 $\frac{1}{2}$ c.
Eocene .....	23 $\frac{1}{2}$ c.
Pennoline .....	24 $\frac{1}{2}$ c.
Crystal Spray .....	23 $\frac{1}{2}$ c.
Silver Light .....	21 $\frac{1}{2}$ c.

(In barrels f.o.b. Winnipeg.)

**Paints and Oils**—Turpentine is easier, but nominal prices are as before. Linseed oil is steady since reduction noted last week. Spring trade is opening out well. We quote:

White lead (pure) .....	\$5 00 to \$5 50
Bladder putty, in bbls. ....	0 02 $\frac{1}{2}$
" " in kegs. ....	0 02 $\frac{1}{2}$
Turpentine, pure, in barrels. ....	\$ 0 84
Less than barrel lots. ....	0 89
Linseed oil, raw .....	0 50
Boiled .....	0 53

**Window Glass**—We again quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches .....	\$2 25
26 to 40 " .....	2 50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4 00
26 to 40 " .....	4 25
41 to 50 " .....	4 75
51 to 60 " .....	5 25
61 to 70 " .....	5 75
21-oz. C.S., double, in 100-ft. cases—	6 30
26 to 40 united inches .....	7 35
41 to 50 " .....	8 40
51 to 60 " .....	9 45
61 to 70 " .....	10 50
71 to 80 " .....	11 55
81 to 85 " .....	12 60
86 to 90 " .....	14 75
91 to 95 " .....	17 30
96 to 100 " .....	

## CREDITORS OF THE CANADA HARDWARE MEET.

A meeting of the creditors of the Canada Hardware Company, of Montreal, was held on March 1 in the Banque du Peuple Chambers, at No. 97 St. James street, Montreal. At the termination of the regular routine business, the insurance question was taken up and discussed, and it was decided to enter a suit against the insurance companies in the hope of securing the whole, or a large percentage of the insurance. A payment of 20 cents on the dollar was made.

## HAVE OPENED A NEW BRANCH.

Henderson & Potts, manufacturers of ready-mixed paints, at No. 56 Wellington street, Montreal, have opened a new branch in Winnipeg. The new branch consists of the main floor of a new warehouse erected recently at No. 76 Lombard street. A complete line of

ready-mixed paints, oils, colors, leads, and other staples will be carried in stock. Mr John Irwin, late of the Montreal office, has been transferred to the new branch as manager. Along with him also, go a staff of travelers to canvass the new field, with headquarters to be at Winnipeg.

## HALIFAX BOARD OF TRADE MEETING.

ONE of the most pleasant features in connection with the recent meeting of the Halifax Board of Trade was the presentation to Charles M. Creed, the retiring secretary of the board, of a check for \$460 as a slight token of the esteem in which he is held by his business colleagues and in recognition of forty-three years of long and faithful service to the board. Mr. Creed also holds the position of secretary of the Maritime Board of Trade.

This year's annual meeting was prob-



C. M. CREED

Retiring Secretary of the Halifax Board of Trade

ably the largest gathering of business men that ever assembled in Halifax, and by far the largest meeting in the history of the board. The executive for the ensuing year is as follows: President, James Hall; first vice-president, A. M. Ball; second vice-president, G. E. Faulkner; council, G. C. Campbell, W. J. Clayton, L. J. Mylius, O. E. Smith, I. C. Stewart, J. E. DeWolf, A. McKinlay, J. P. Cox, H. L. Chipman; auditors, W. A. Major and L. S. Poyzant. Seven additional members of the council have still to be elected.

## TO ABOLISH TRADING STAMPS.

THE trading stamp question is once more before the Canadian trade, this time in the shape of an organized propaganda to abolish by Dominion legislation the use of trading stamps in Canada. A combined deputation of some six or seven hundred merchants from the provinces of Quebec and Ontario, including the various provincial mercantile organizations, will go to Ottawa on March 8, and present their views before the Government. They expect to be armed with resolutions from the Montreal, Toronto, Quebec, St. John, and Vancouver Boards of Trade, as well as from the representative Canadian Retail Grocers' and Merchants' Associations, the Montreal Chamber of Commerce, the Dominion Wholesale Grocers' Guild, and the Montreal Dry Goods Associations, all condemning the principle of trading stamps. It is confidently felt that such a strong and representative expression of opinion from the business men of Canada will be efficacious in securing sweeping legislation throughout the Dominion against what is generally acknowledged to be a grievous trade evil.

The Parliaments of both Quebec and Ontario voted laws during the last session authorizing municipalities to enact by-laws to prevent the distribution of trading stamps. Laws were passed with this end in view by the cities of Montreal and Quebec, but the validity of these laws, and even the law of Quebec, has been contested in the courts. Many years may be allowed to pass before a final judgment is rendered and in the meantime the retail trade may have to suffer and be still further exploited by trading stamp companies.

Only last week a decision was given in Toronto by Judge Morgan, according to which the ban against trading stamps is removed, although the method of their distribution is left restricted. The claim of the judge was that the statute in force in Ontario against trading stamps did not explicitly cover the case in question, namely the Merchants' Exchange, Toronto, which has been issuing coupons or tickets and giving premiums to purchasers of goods for the purpose of bringing customers to their establishments upon a cash basis. According to the judge's ruling, the right is saved a merchant to deliver to purchasers of goods sold by him tickets or coupons to be redeemed by such merchant either in money or merchandise, whether the merchant stores his premium goods in his own shop or elsewhere, under his own management or that of his clerk or agent. In other words there is nothing in the law to prevent several persons storing premiums owned separately in one store, managed by a common clerk, who out of such premiums redeems premium tickets issued by such merchants. Thus it is patent that more far-reaching legislation is necessary, even in Ontario, if trading stamps are to be abolished.

The following resolutions by representative Canadian organizations are interesting, as emphasizing the importance to Canadian trade of the propaganda against trading stamps.



## CONDENSED OR "WANT" ADVERTISEMENTS.

### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

### MANUFACTURERS' AGENT WANTED.

AN English firm who make a specialty of brass tubing, all kinds; brass and copper sheets, German silver, rolled brass and wire, want an agent for Toronto and district. Address Box 209, HARDWARE AND METAL, Toronto. (tf)

### AGENCY WANTED.

ENGLISHMAN is open to represent a few good firms in Canada (Ontario) for machinery, hardware, cutlery and specialties for manufacturers, farmers, &c. Address Box 25, HARDWARE, 88 Fleet St., London, E.C. (9)

### MANAGER WANTED.

MANAGER for heavy goods and shipping department in wholesale hardware house. Must have experience. Apply in own handwriting. Address Post Office Box 2347, Montreal. (8)

### WANTED.

WORKING Partner (tinsmith) wanted, with from \$600 to \$1,000, to take half interest in hardware and tinsmithing business. References required. Address Box 223, HARDWARE AND METAL, Toronto. (10)

HARDWARE Clerk wanted. Must be a good stock keeper and salesman. Apply, giving experience, references of last employer, and salary expected, to Box 225, HARDWARE AND METAL, Toronto. (11)

FIRST-CLASS Tinsmith to go West. Must be a thorough tradesman; intelligent; good estimator; quick and entirely capable of taking charge of his department. Young man preferred. Highest wages paid. Apply with reference to Box 224, HARDWARE AND METAL, Toronto. (10)

### IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

### Turnbull & Henderson

Customs Brokers, Forwarding and Distributing Agents, Vancouver, B. C. Satisfactory service guaranteed.

### ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

### PERFECT Metal Lath

—Substitute for wood.  
—10c. sq. yard; discount to dealers.  
Sample—booklet—free.

THE PEDLAR PEOPLE,  
Oshawa.

### MONTREAL HARDWARE HOUSES PLAY HOCKEY.

A CHALLENGED match of hockey for the championship of the Montreal wholesale hardware trade was played at the Victoria Rink on Wednesday night, March 1, between the teams of the wholesale hardware houses of Frothingham & Workman Limited, and Caverhill, Learmont & Company, champions of last season. The game resulted in a win for Frothingham & Workman by the score of 1 to 0, thereby making them champions. The two teams were very evenly matched, for, while the winners were excellent skaters, they lacked in team play. Frothingham & Workman kept the puck quite frequently in the neighborhood of their opponents' goal, but the good play of Caverhill & Learmont's point and goal-keeper kept a much larger score from being piled up, many good shots were cleverly stopped. Several good rushes were made by the forwards of the losers, but their inefficiency to shoot, resulted in their being unable to find the net. Davidson at cover for Caverhill, & Learmont, showed up well throughout the game. The only goal of the game was scored after fifteen minutes of play during the second half. Mr. W. McMaster acted as referee and proved to be satisfactory to both teams. A large number of spectators were present, which shows that a great deal of interest was taken by the members of both houses. The line-up was as follows:

Caverhill, Learmont & Co.—(0) Goal, Hodgson; point, Pillow; cover-point, Davidson; forwards, Massey, Reid, Hingston and Bridgel.

Frothingham & Workman—(1) Goal, Walker; point, Carmichael; cover-point, Brown; forwards, Lewthwaite, Warren, Miggins and Cummings.

### HARDWAREMEN'S WOODENWARE.

The hardware trade will hear with interest that the Bennett Mfg. Co., of Pickering, Ont., are making a new departure in undertaking to manufacture any woodenware specialties. This company have achieved distinguished success with Bennett's patent shelf box or drawer and with their kitchen cabinets. Many grocery and hardware stores throughout the country have put in the patent shelf box referred to, securing a good appearance and convenience at the same time. They specialize in this line of goods to an unusual degree and in the extension of their business will doubtless meet the needs of many firms who have been looking for a manufacturer of woodenware specialties of an unusual character.

### BUSINESS CHANCES

THE LOCATORS — W. B. Herbert, general manager. The largest and oldest exclusive business brokers in Canada. Address The Locators, 62-63 Merchants' Bank Building, Winnipeg, Man. Phone 1888.

IF you want a business that is safe and reliable in every respect consult us. We have openings in almost every line from one hundred dollars up. The Locators.

WE have the most complete list of hardware businesses throughout Manitoba and the Northwest Territories. Write for particulars. The Locators.

WELL established hardware business in thriving town in Manitoba. Annual turnover twelve thousand; no encumbrance; amount of stock five thousand five hundred; building three thousand five hundred. Complete purchase nine thousand dollars. Terms to be arranged. Write The Locators.

SPLENDID hardware proposition for a young man to start in business for himself. Town situated on the Yorkton Branch. Seven hundred cash needed; eight hundred balance on easy terms. This represents 100 cents on the dollar on stock. The Locators.

HARDWARE and Implements—We have had snaps from time to time, but the one we are enabled to offer now will be hard to equal. Hardware and implement business for sale in a flourishing town in Manitoba; amount of stock \$1,800, annual turnover \$9,000; owner retiring on account of ill health. \$1,000 cash, balance easy. The Locators.

OTHER propositions on which we would like to have correspondence with you are: 1. A hardware and lumber business needing \$3,250 cash and \$3,250 on easy terms. 2. Hardware and implement business, turnover \$30,000, stock \$13,000; 100 cents on income terms can be arranged. 3. Hardware and implements, Northwest Territories. Stock \$5,000, new; terms to be arranged. 4. Hardware and tin shop in Manitoba; \$1,700 cash needed. 5. Hardware in good town in Saskatchewan; \$3,500, terms can be arranged to suit. 6. Hardware in another Manitoba town; \$2,000. The Locators.

WRITE for our catalogue of business opportunities. It will interest you, all our propositions are sound. The Locators.

THE LOCATORS, 62 and 63 Merchants Bank Building, Winnipeg, Man. Phone 1888.

## Bankrupt Hardware Stock for Sale.

The Hardware stock of MARSHALL & BIE, OIL SPRINGS, will be sold by public auction at J. W. Jones' Auction Rooms, Dundas St., LONDON, ON

March 15th, 1905,

AT 2 P.M.

The stock consists of Shelf and Heavy Hardware, Tinware, Tinsmith Tools, Shop Furniture, etc., amounting to about \$4,000.00; new, clean, up-to-date goods, with few chattels, and is a capital chance for anyone, either to continue the business or remove the stock.

Stock sheets can be seen at the office of Meredith, Judd & Meredith, London, Ont., or on the premises.

A. WILSON, ASSIGNEE.

(10)

OIL SPRINGS.



## Business Changes

### ONTARIO.

The Knight Bros. Co., planing mills, Burk's Falls, suffered slight loss by fire.

The business of Leith & Co., tin-smiths, Beamsville, is advertised for sale.

The West Lorne Wagon Co., Limited, West Lorne, have sold out to Wilkinson Plough Co., Limited.

The moulding shop of J. Fleury's Sons, dealers in agricultural implements, Aurora, has been damaged by fire.

Sills & Murdie, hardware merchants, Seaforth, have dissolved partnership, and A. Sills continues the business.

John Wilson, dealer in stoves and tinware, Hamilton, has formed a new firm under the style of John Wilson & Co.

New Century Refrigerator and Mfg. Co., Limited, manufacturers of refrigerators and veneered doors, Dundas, have suffered a slight loss by fire.

Schneuker & Rothaermal, hardware and tinware merchants, Milverton, have dissolved partnership, and John Rothaermal is continuing in business.

### NEW BRUNSWICK.

Thos. W. Flett, proprietor of saw mill, Nelson, is offering to compromise at 15 per cent.

### QUEBEC.

Calixte Corbeau, contractor, Montreal, has assigned.

Navert & Lauzon, tin-smiths, Montreal, have dissolved partnership.

St. Pierre & Barbeau, painters, Quebec, have dissolved partnership.

J. M. Marcotte, has been appointed curator to A. Dufresne & Co., carriage-makers, St. Dominique.

Kent & Turcotte have been appointed curators to P. S. Hardy, proprietor of a saw mill, Chambly Canton.

The premises of P. Amesse, proprietor of an iron foundry, Montreal, were damaged by fire, carried small insurance.

The stock of the Cobban Mfg. Co., manufacturers of moulding, Montreal, has been damaged by fire. Small insurance carried.

### MANITOBA AND N.W.T.

W. S. Burley, lumber merchant, Neepawa, has sold out.

C. R. Estes, blacksmith, Shoal Lake, has sold his business to R. A. Cowan.

A. D. Fletcher, blacksmith, Goodlands, has sold his business to L. Wormworth.

Black & Buck, hardware merchants, Gladstone, have assigned to C. H. Newton.

Resum, Solberg & Odegard, hardware merchants, Claresholm, have sold to J. M. Sobey.

E. F. McSherry, hardware merchant,

Weyburn, has admitted W. Monaghan to partnership.

The Fullbrook & Jefferson Lumber Co., Teulon, have been succeeded by Manning & Jefferson.

Walton & Moulton, hardware merchants, Carman, have been succeeded by Walton & Cleave.

W. G. Simons, dealer in agricultural implements, Glenboro, was burnt out. Carried insurance.

Howson & Murchison, dealers in agricultural implements, McKenzieville, have dissolved partnership.

Hector McLean, hardware merchant, etc., Mather, has sold his implement business to Jas. Robinson.

Garrett & Sharpe, dealers in agricultural implements, Manitou, have been succeeded by R. A. Garrett.

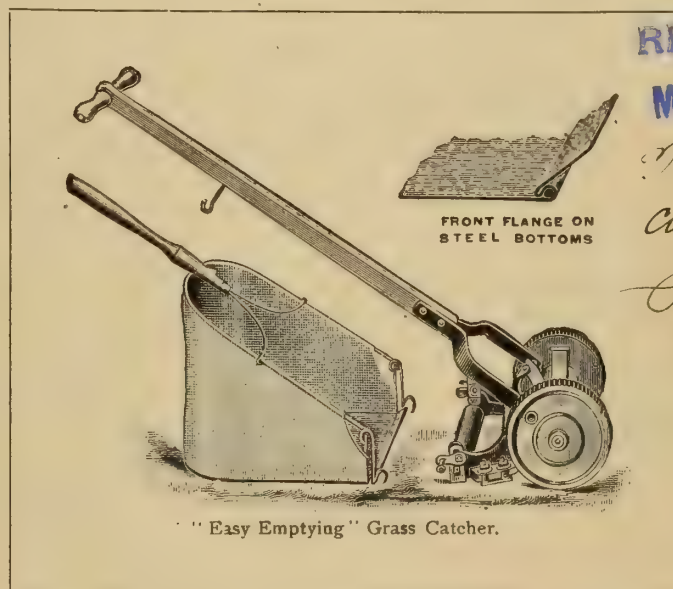
J. S. Lothead, lumber and implement dealer, Deloraine, has sold his implement business to Reid & Irwin.

### AGE OF WIRE ROPE.

It is stated that the Romans know how to manufacture wire rope nearly 2,000 years ago. A piece, fifteen feet in length and one inch in circumference, was recently discovered in the ruins of "Pompeii." It is made of bronze wire, and consists of three strands of spirally connected wire, each strand being made of fifteen wires twisted together. A most interesting fact is that the rope is stranded in accordance with lang lay, which is in general use to day. The coil of rope is now in the Musio Barbonico, at Naples.

### A PROMINENT HARDWARE MERCHANT'S VIEW.

A marked improvement in the sales of builders' hardware is quite noticeable this year. The state of all shelf hardware has greatly improved, when we



### "EASY EMPTYING" GRASS CATCHER.

THE accompanying cut illustrates a novelty being put on the market by the Speciality Manufacturing Co., St. Anthony Park, Minn., through the jobbing trade. The catchers are made with galvanized steel bottoms as well as with duck bottoms, the former being provided with a flange in front which effectively prevents the grass from being carried forward against the roller, and greatly adds to the grass-holding capacity of the catcher. This flange may be adjusted by bending either up or down in order to fit any lawn mower perfectly. It is made in two sizes. The cut shows the general construction of the catcher, which is emptied by lifting from mower by handle.

stop to consider the condition of this part of the trade during the spring of 1904. When seen by a representative of Hardware and Metal, Mr. D. S. Walker, of the Jas. Walker Hardware Company, of 259 St. James street, Montreal, was quite enthusiastic over the outlook of this coming season. Besides carrying a general line of hardware stock, this firm pays special attention to the cultivation of the carpenters' and builders' supply trade, often taking out contracts to supply an entire new building with hardware fittings and trimmings. In the course of conversation Mr. Walker said they had just closed a contract to supply a local building with hardware, which will amount to in the neighborhood of \$1,300. They also have a contract to supply the new Canadian Pacific Railway station and hotel at Winnipeg, which, when finished, will amount to the sum of \$13,000.



## PAINT, OIL AND BRUSH TRADES

### Cold Preparation of Drying Oils.

IT is too often supposed that lead will only enhance or produce drying qualities in an oil when it is assisted by heat, and this is practically true when the lead is used in the time-honored manner, says a correspondent. If, however, a naturally drying oil is stirred up with lead in a finely-divided state, while of course freely exposed to the air, the effect is produced in a very short time at the ordinary temperature. Not only is there a great saving in fuel—for the expenditure of combustible directly involved in driving the stirrer is trifling as compared with that necessary for direct heating of the vessel—but the most serious drawback of the use of heating, viz., the darkening of the oil, is entirely avoided, and the vessel in which the oil is treated lasts much longer. The effect can be helped by lining this vessel with lead so as to still further increase the number of points of contact between the metal and the oil.

### Belgium Glass Workers' Strike.

THE following report from United States Consul Roosevelt, of Brussels, Belgium, gives an interesting statement of the trouble amongst the glass workers in that country:

In February, 1904, manufacturers of glass in the district of Charleroi combined for defense and for the reduction of wages. Conditions were placarded in their respective works May 1, 1904, and became fully operative September 1.

Workers in cold glass (cutters, packers, box makers, and helpers) decided to boycott certain manufacturers, and on May 1, 1904, a partial strike was declared in the window-glass industry, which, except at five works, became complete on September 1. All negotiations toward a settlement of the difficulty have been fruitless. The one insurmountable obstacle to an amicable settlement of the strike and resumption of work on the conditions placarded May 1 now seems to be—at least so it is asserted—the rivalry between the head of the union of workers in hot glass (blowers, flatteners, stretchers, and helpers) and the head of the union of cold-glass

workers. The strike affects about 10,000 men.

Great suffering exists among the workmen, and many families are reduced to extreme destitution. The union of ware-housemen is very energetic in supporting the strikers, and has organized a relief fund for the distribution of food and fuel. Since January 1, 1905, each member of the union receives per month 30 francs (\$5.79), 50 kilos (110 pounds) of potatoes, 4 kilos (8.8 pounds) of ham, and 2 kilos (4.4 pounds) of coffee. These are not gratuitous supplies, each workman signing an agreement to pay for them as soon as he shall resume work.

Owing to an apparent tendency to go back to work, it was recently proposed to hold a secret vote on ending on continuing the strike. The secret ballot was expected to end it, but the vote was found to be in favor of the continuation of the strike.

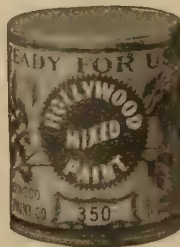
### Oil Well in Alberta.

H. Williams and J. W. McIntosh, who have been in charge of oil-drilling work at Egg Lake, near Edmonton, have finished the preliminary work. The well is 213 feet deep and the drilling has shown three stratas of oil-bearing sand and shale and when work was stopped the drill was 12 feet in the fourth stratum. "The reason we discontinued drilling," said Mr. Williams, "is that the work can not be prosecuted economically or expeditiously in cold weather, and, besides, we have demonstrated to our own satisfaction that oil is there in paying quantities. As soon as the weather moderates a pumping plant will be put in and development on the property will be pushed as rapidly as possible."

To remove paint wash the paint well with hot water and washing soda, then rub well all over with a flat piece of pumice-stone, using plenty of water, until the surface is perfectly smooth. After drying, a fine finish can be given by means of sandpaper.

*"Not Merely Good, but the Best that can be Made"*

is Our Motto for



# HOLLYWOOD PAINT!

*Paste, Ready-Mixed and Floor.*

THE PAINT OF QUALITY.

IT WEARS ON THE JOB, NOT OFF IT.

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TORONTO



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LIMITED

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AGENTS FOR ASPINALL'S ENAMEL.

## IMPERIAL FRENCH GREEN

is preferred by skilled painters because of its fineness of texture, covering capacity and great durability. Acknowledged to be more permanent than Nature's Greens.

Insist on it once and you will always use it.



Be sure this label is on the can and take no other. See sample cards.

**JOHN LUCAS & CO., MFRS.,**  
PHILADELPHIA, NEW YORK, CHICAGO.

MACARTHUR, CORNEILLE & CO., MONTREAL

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IMPORTED LINSEED,

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STRAW SEAL,

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CHOICE WHALE,

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Import and Export Commission

QUEBEC

MONTREAL

OTTAWA



## Paint and Oil Markets

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, March 3, 1905.

A FREE movement of shipments is a characteristic feature of the market this week. The ravage of the storm has now vanished, and wholesale dealers are anticipating an uninterrupted season of shipments. Every indication points toward a brisk business during the month of March, and the momentary delay of last month caused by the heavy storms will naturally tend towards a re-action. A general steadiness of prices prevails, although there is some anxiety in some quarters over the revision of the tariff. Some dealers are inclined to be pessimistic and declare that some of the staples which go towards the manufacture of paints are to advance in price. Prices of Paris green are easier, and it

is supposed that the bulk of orders for future trade have been received by the wholesale houses. Varnishes and oils have a good demand. Lead is firm, which is no doubt due to the continuation of the war in the Far East. It is said that the number of orders booked for mixed paints are far in advance of former years, and the present outlook is for a trade unequalled in the paint trade for some time.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one

pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels, 77c per gallon; 2 to 4 bbls., 76c per gallon; for smaller quantities than bbls. 5c extra per gallon is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Linseed Oil**—Raw, 1 to 4 bbls., 43c.; 5 to 9 bbls., 42c.; boiled, 1 to 4 bbls., 46c.; 5 to 9 bbls, 45c., f.o.b. Montreal, net 30 days.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, March 3, 1905

AS expected last week, turpentine has been advanced in price 1c per gallon, and the market will continue to strengthen until new stock arrives from the South about a month hence. Linseed oil has also taken a jump upwards, quotations having advanced 2c per gallon here, although the advance in England has equalled an advance of 4c on the Canadian market. The market is very firm, both here and in England. Very little oil is being made in Canada at present, while Calcutta seed is demanding a very high price in England.

Business has been exceptionally good in ready-made paints as well as in varnish, japans and other paint materials, many fair-sized orders having been received for present delivery, although the larger percentage of the

## ART GLASS

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MEMORIAL WINDOWS.

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**PRIEST'S CLIPPERS**  
BALL BEARINGS  
Largest Variety.  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.  
Wiebusch & Hilger, Limited, special New York  
representatives, 9-15 Murray Street.



A Popular, Profitable and Seasonable Line to Handle.

Dennis'  
Flexible Steel Wire  
Door Mats

DENNIS WIRE AND IRON CO.

Send for Catalogue.

LONDON, ONT

## IT STIMULATES A DEALER

TO PUSH HIS BUSINESS, if he has the satisfaction or feeling that he has bought wisely. Whether he has or not is evidenced by what is called for most in any particular line. If in the wall-coating line, he would not have to be a very close observer to realize that the demand is for **CHURCH'S COLD WATER**

# ALABASTINE

a wall-coating made from a cement base, that will not rub or scale off.

**ALABASTINE** is made in Paris, Canada, by Canadian labor, and from rock taken out of Canadian mines. It is **TIME TRIED**, and **TIME TESTED**.

**ALABASTINE** possesses every qualification to help establish and maintain a good trade. The fine, up-to-date advertising matter we furnish, and the thousands of dollars expended annually in advertising, are potent factors worthy of the consideration of any dealer in business to stay and to make money.

**ALABASTINE** is in demand all the time, but principally in the Spring. Have you ordered yet? "Do it Now." For sale by jobbers everywhere, and by

**The Alabastine Co., Limited, Paris, Ont.**



## SOLVO—A Paint and Varnish Remover.

The spring painting season is at hand—old paint will give way to new paint. Old paint must be removed. SOLVO is the quickest, most convenient and best manufactured. Here's what it does:

Removes almost instantly Paint, Shellac, Enamel or Varnish from Iron, Metal, Earthenware, Glass or Wood, or any painted or varnished surface. Does not discolor, injure or raise the grain of the wood. Contains no Water, Fusel Oil, Alkali or Acids. Does not injure the hands. Has no objectionable odor. Where can you find another so good? Put up in half pints up to barrels. Send for Prices.

THE STANDARD PAINT & VARNISH CO., LIMITED,

WINDSOR, ONT.

orders are booked for shipment on March 15 or April 1. Nothing new has developed in the glass situation, matters in Belgium being about the same as during the past month.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be changed for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$4.50; ditto; in kegs of 100 lbs, \$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 47c; boiled 50c; 5 to 9 barrels, raw, 46c.; boiled, 49c, Toronto, Hamilton, London, and

## McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES.

**MONTREAL.**

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Appley Bridge, Lane, England.

Our ordinary grades are better than ordinary, and we can supply special makes for special purposes. SCOTCH GLUES, BOX GLUES, COLOGNE GLUES for Paper Makers. Size of all kinds. Send your name for our printed matter

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**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works or from the principal Color Dealers in Canada

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Paint that Paints  
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## SPECIAL TO THE TRADE

*We do not offer any Paints other than what we manufacture ourselves. The great development of the Carriage Building Industry in the Dominion has stimulated a demand for the finest description of ground colors. That is to say, colors ground in Oil, ground in Japan and ground in Varnish. This business is a specialty of ours, and the bulk of the consumption in the Dominion is the product of our Factories. The making of Fine Coach and Car Colors in every form is a distinct branch with us, employing expert makers and finishers and testing with our own painting staff.*

*The appliances are modern and an abundant completed stock is carried at our factories and warehouses in Montreal and Toronto.*

THE  
**CANADA PAINT  
COMPANY**  
Limited

Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls, 78c; 2 to 4 bbls, 77c; 5 bbls and over, open, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders' ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

### Window Glass.

MONTREAL.

A feature worthy of mention in the trade this Spring is the fact that the demand during the month of February of this year was better than it has been for the corresponding month for the past seven years. It is rumored that a number of the wholesale houses have advanced prices, and the general opinion is prevalent that if the present demand continues all the wholesale dealers in glass will advance the prices. Word received from Belgium leads us to believe that the strike conditions continue unchanged. Our quotations are as follows: first break, fifty feet, \$1.70; second break, \$1.80; first break, 100 feet, \$3.25; second break, 100 feet, \$3.45; third break, 100 feet \$4; fourth break, 100 feet, \$4.25; fifth break, 100 feet, \$4.50; sixth break, 100 feet, \$5; seventh break, 100 feet, \$5.50; and eighth break, 100 feet, \$6; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 15 per cent. and from double thick is 33 1-3 per cent. Terms four months, and 3 per cent. discount 30 days.

### Petroleum.

**Refined**—Trade is steady, and no change is expected, until navigation opens. Merchants stocked up heavily last Fall, and second orders are not yet coming in. Quotations remain the same: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

### A Dust Preventer.

An apparatus has recently been patented in Germany whereby finely-powdered white lead, bleaching powder, or other powders injurious to the health of the men employed, can be filled into the receptacle without fear of any of the fine particles entering the lungs. The head of the cask to be filled has an ingenious contrivance inserted into the hole in the middle of it. Through this the powder is driven into the cask by air pressure, and although the air can escape as soon as it gets into the cask, the powder cannot. The workman inserts this apparatus into the head of the cask, connects it with a hose leading to the powder store, and starts the air pump. When the cask is filled, the apparatus is removed and a bung is driven into the hole in the cask head.

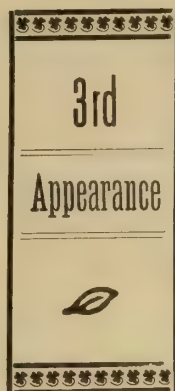
### How to Soften Putty.

Putty which has become hardened by exposure, as around window sash, may be softened and readily removed, says an exchange, by the use of the following mixture: Slake three pounds of quick-stone lime in water and add one pound of pearlash, making the whole of about the consistency of paint. Apply to both sides of the glass and let it remain for 12 hours. At the end of that time the putty will be sufficiently soft so that the glass can be lifted out of the frame.

### A NEW STEEL HOOP.

A GROOVED steel hoop to replace the wood hoop on nail kegs, flour and cement barrels is now being manufactured by the Carnegie Steel Company, Pittsburg, and is meeting with success. Owing to the weak nature of these barrels the ordinary hoop was not found satisfactory and although experiments have been under way for many years to replace the wood hoop nothing, it is said, as desirable as the grooved hoop was found. It was impossible to drive the hoops into place as they are on the heavier oak flasks, tubs and casks of a more substantial nature, nor did the hoop withstand the pressure occasioned by piling one barrel on the other. The groove in the hoop greatly strengthens it and in addition it is kept in place with an ordinary wire bail. The hoops are all riveted.





**Appearance** counts a good deal in stove selling. One of the handsomest ranges made is the

## The Empire Queen Range

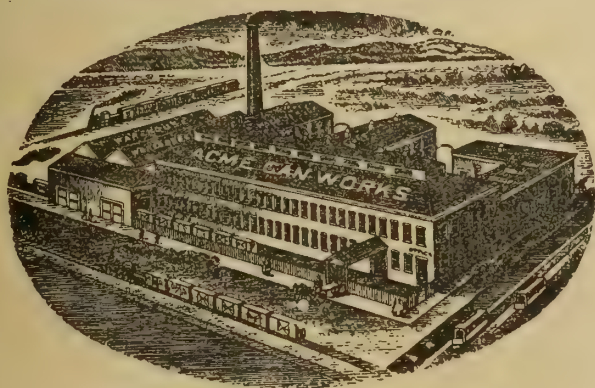
The design is excellent, the nickel dress highly ornamental, and the absence of useless and senseless carving is dispensed with, because so difficult to keep clean.

**Economy, Efficiency, Appearance,** are the strength of the Empire Queen Range.

Agents wanted.

**The Canadian Heating & Ventilating Co.**

OWEN SOUND, ONTARIO. Limited



**When in Need of Cans, Serve Your  
Best Interests and Consult Us.**

## Acme Can Works

make the largest assortment of any factory in America of  
**TIN CANS** by the latest up-to-date automatic machinery.

We are the only makers in Canada of  
**KEY-OPENING MEAT CANS, POULTRY CANS.**

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Syrup, Lye, Paint,  
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**Cans** Lard,  
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Ontario Street East, - - MONTREAL, P.Q

# The Way to Value Horse Nails

What is meant by value? It is a ratio—one thing as compared with another. You must therefore have something to compare with, which is accepted as a standard in order to judge values. For this reason we have standards for weights, measures, coinage, and qualities of certain things.

To value Horse Nails you must have a standard for best quality. What is it? The Hardware and Farrier trade of Canada have accepted the "C" brand made by us for the past forty years as such. Our Horse Nails have always commanded the largest sale and best price. Compare the quotations of other makers and you will note the lower value set upon their nails by all other manufacturers. Best value—best price. Lower value—lower price. That's common sense and good logic.

We affirm that there is no better material known or used in the world for the manufacture of Horse Nails than is used by us exclusively—Swedish Charcoal Steel. Our process differs from every other manufacturer in Canada in important respects. Our nails are hot-forged and have hardened points and are of the best patterns for Canadian use, and, lest we forget, "Made in Canada" by Canadian labor.

The "C" brand will be found to outwear any other, and are therefore the most economical to buy or use.

We respectfully solicit from the Canadian Hardware Trade the favor of their preference in ordering Horse Nails, by specifying "C" brand. We shall supply you if dealers will not.

Prices and samples on application.

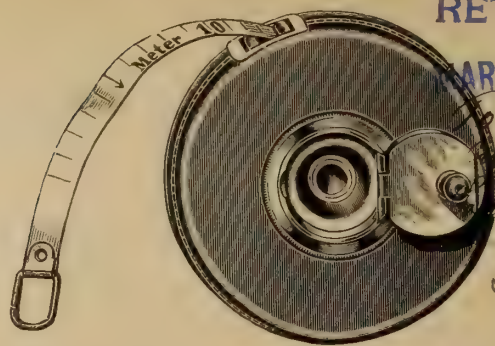
CANADA HORSE NAIL COMPANY,  
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Established 1865.



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Trade Mark

**Spring Tapes,  
Metallic Tapes,**



**RETURNED**

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**Linen Tapes,**

**of all descriptions.**

# **F. W. Lamplough & Co., MONTREAL**

## **CANADA'S GROWING FOREIGN SERVICE.**

**B**Y the establishment of commercial agencies in Japan, Mexico and Bristol, England, what may conveniently be termed Canada's foreign service has, during 1904, been augmented to fifteen members. The personnel of this consular body is one that Canadians may regard with satisfaction and even with pride. Each agent is a competent, level-headed business man, and, so far as can be judged from the fruits of their labor, they are doing their work conscientiously and well.

Much of the success which has attended the efforts of the agents to interest their various constituencies in Canadian goods and stir up Canadian exporters to invade foreign markets, has been due to a good central organization. Though separated from one another and from headquarters by thousands of miles of land and sea, yet by means of an excellent system they are kept in close touch and their work made to tell with united force and directness.

The charge or superintendency of the commercial agencies is in the hands of Mr. F. C. T. O'Hara, a most capable civil servant, to whom all due credit must be given for placing the service on a more satisfactory footing. He has clear-cut ideas of his own, which he is developing by degrees, and which should, if followed to their logical conclusion, lead to a foreign commercial system second to none in the world in point of efficiency.

Under him, fifteen agents have been placed, located at the following centres: Sydney, Australia; Melbourne, Australia; Paris, France; Birmingham, Leeds, Manchester and Bristol, England; Yokohama, Japan; Mexico, Mexico; Christiania, Norway; Cape Town, Cape Colony; Kingston, Jamaica; St. John, Antigua; St. Kitts, West Indies; Port of Spain, Trinidad.

One of the most important steps taken during 1904 to increase the effectiveness of the work of the commercial agents

was the inception of a series of weekly reports. Prior to February, the reports sent in by the agents were only made public through the regular monthly reports of the Department, and were thus stale the time they reached those interested. The weekly reports largely obviate this defect. They appear with the utmost regularity and come to hand almost like personal letters from the agents.

In addition to containing the reports of the agents, these weekly publications of the Department supply lists of trade enquiries, prepared by them. The enquiries have been found very valuable, and have frequently opened up connections which would otherwise never have been contracted.

Other features of interest to be found in the weekly reports are notifications of tariff changes and new customs regulations both of Canada and of foreign countries, which affect Canada. Every six months a complete index to the report is prepared and published, thus consolidating all the reports during that period. This index covers not only the agents' reports, but the trade enquiries as well.

The agents are not left to work entirely according to their own devices. There is a system of supervision and a direction of effort, which makes their work doubly effective. Thus, when the superintendent believes that it would be advantageous to have a symposium of opinions from all parts of the globe on a certain line of trade development, he circularizes the agents, and they respond by forwarding their ideas on the subject, based on close, personal acquaintance with all its phases. When these are put together in one of the weekly reports, the combined result is of no little value to those interests in Canada who are seeking development along that line.

In spite, however, of this excellent commercial service, there are some disagreeable features in Canadian foreign trade, which are undoing much of the

good work of the agents. In Mr. O'Hara's own words, "many instances have been brought to the attention of the Department by commercial agents of bad packing, goods not up to sample, negligent correspondence, disregard of promised dates of shipment and neglect of foreign customs regulations. In some cases serious loss has been entailed, in others heavy penalties have been inflicted, all of which has endangered the reputation of Canada in the eyes of the foreign buyer."

Evidence on all these points is forthcoming, which completely substantiates Mr. O'Hara's statement. Mr. Larke, Sydney, Australia, writes: "In Wellington a firm had received but three replies to forty-two letters written to manufacturers of various lines. . . . It would be advantageous to Canada that even in such cases the applicants had returned a courteous answer to the letters stating that they could not entertain the proposition, but had passed the letter to a firm which they thought might be able to do so."

Mr. MacLean, Yokohama, Japan, formerly of Ottawa, complains that a Canadian firm in filling an order for Canadian cheese in pots "took advantage of his opportunity to send, on consignment, a supply of the same article to a neighboring firm; thus placing his consignment in opposition to his own cash customer."

Lord Strathcona complains of the selling of July and August made cheese as September cheese. He also complains that "Canadian firms who profess to be interested in export trade in various lines, have never even acknowledged receipt of letters addressed to them. In other cases, comment has been made as to the great delay experienced in receiving replies."

These instances could be supplemented by many others, but they are sufficient to illustrate the tendencies of the times. It is much to be regretted that the excellent work of the Superintendent of Commercial Agencies and his agents should be thus hampered and the development of legitimate trade handicapped by the action of a few careless and unprincipled exporters.



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

**WORK AND PRICES RIGHT GALVANIZING**  
ONT. WIND ENGINE & PUMP CO. TORONTO, ONT. LIMITED.

## "THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

**CHARLES D. PHILLIPS,**

Cables— "Machinery," Newport. Emlyn Engineering Works NEWPORT, MON., ENGLAND



"The Tool Holder People"

**Armstrong Bros.**

**Tool Company**

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

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**Stitched Cotton Duck Belting**



"Maple Leaf" is made of the best cotton duck woven to our special formula.

"Maple Leaf" is the truest running belt on the market.

"Maple Leaf" is superior to either Rubber or Leather, and in many places will do work that no other make of belt will.

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**DOMINION BELTING COMPANY**

Limited HAMILTON, ONTARIO.

Use our "MAPLE LEAF" Belt Dressing.

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SQUARE AND HEXAGON CAP SCREWS, SQUARE AND HEXAGON SET SCREWS, BRIGHT FINISHED NUTS, WASHERS, ETC. Prompt deliveries made out of Canadian stock. Write for trade discounts.

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12, 16 and 20 Gauge Steel and Twist Barrels

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"Simplest Take Down" Gun Made

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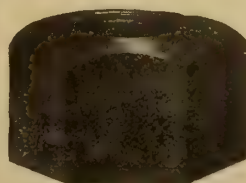
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**GREAT POLISH  
FOR METALS.**

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**'WELLINGTON'**  
**KNIFE POLISH**

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Best  
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**"PERFECTION"**  
Pleated  
Stove Pipe Elbow

Will not get out of place. Guaranteed to fit and wear. Prices lower than any of the elbows now on the market, and is better value. A strong seller. Write to-day. Be in time for spring house-cleaning.

**St. Arnaud Freres**

425 St. Paul St., Montreal

**STOVES AND TINWARE.****A British Columbia Invention.**

**W** G. ARNALD, of Kamloops, has invented a new stove, which he claims is much superior to the ordinary kind. The stove can be made of any metal. If of iron, one could be fitted up for the small sum of \$10. The stove is rectangular in shape with oven attached. It burns either coal or wood, and Mr. Arnald claims that it is very economical. Several of his stoves have been used in Kamloops, and give entire satisfaction. The principal advantages claimed for the new stoves are that they will permit of an open door without danger of sparks or smoke—give a steady fire and a constant flame so long as there is a particle of gas in the fuel—the heat in the fire box is so intense that it burns up all the gas and nearly all the ashes—the draught in the expansion pipe takes all impurities out of the room, making it pleasant and healthy—that they throw the heat on the floor and save about one-third in fuel. The harder the wind blows the steadier they burn. Mr. Arnald has Canadian patents on his stoves and is very enthusiastic regarding them, according to a Kamloops paper.

**Ohio Stove Prices Advance.**

The Ohio Stove Manufacturers' Association met at Columbus on February 16, and decided to advance prices 5 per cent., to take effect after 30 days. The meeting was well attended, practically all the stove manufacturers of the State being represented. The Ohio manufacturers occupy a strong position in the American trade and their action is likely to result in a general advance. The reason given is the increased cost of raw material.

**An Electrically Heated Soldering Iron.**

**A** RECENT United States patent granted to Alfred C. McCloskey, Philadelphia, Pa., is described as follows: The combination of an electrically-heated heating iron, a soldering head provided with a hollowed-out lower end, a partition of metal separating the space formed in the lower end of the soldering iron from the lower end of the heating-iron, and means for connecting the heating iron and the soldering iron together. In an electrically-heated soldering apparatus, in combination, a heating-iron, a soldering cylinder having screw-threaded connec-

tion with the lower end of the said iron, the said cylinder being provided with a hollowed-out lower end, a partition of metal separating the space in the lower end of the cylinder from the lower end of the heating iron, flanges formed upon the upper end of the soldering cylinder and adapted to surround the lower end of the heating iron, a movable ring surrounding the heating iron, a U-shaped frame having the respective legs of the U connected at opposite sides of the said ring, and means for holding the said frame in projected position, substantially as described.

**A Street and Shop Torch.**

A new novelty being placed on the market is a street and shop torch, manufactured by the Vermont Slate Company, Zanesville, Ohio, and shown in the accompanying cut. The torch is made



RETURNED

MAR 4 190

To Owner  
Cut Book 3  
Page 87

CC

of XX tin, has an inlaid bottom, and the top and bottom are double seamed, making it very strong and durable. The diameter of the torch is 4 inches at the bottom and 3½ inches at the top, and the body is 6 inches high, making it a very convenient device for shop or street use. The capacity of the torch is one quart.

**Tin Plate Production.**

At the present time the production of tin plates is about 20,000,000 boxes and the production of tin close to 90,000 tons. In the years 1893, 1894 and 1895 the manufacture of tin plates in England and America reached 10,000,000 boxes, and about that time the production of tin in the Straits and from all other sources reached about 75,000 tons. It is therefore evident that while the production of plates has actually doubled, tin has only increased about 20 per cent.

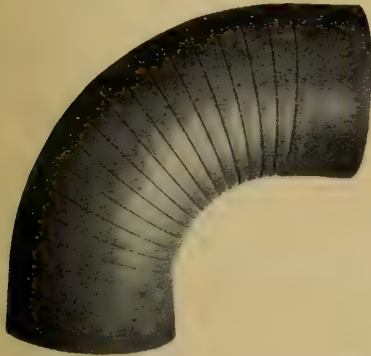


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Sample for 10 cents.**SCOTT, GREENWOOD & CO.**

19 LUDGATE HILL

LONDON, ENG.

**Cooper's Improved Patent  
One-Piece Stovepipe Elbows.**The Heaviest and Best Elbow on the Market.  
Measures 23 inches long at the back. Send in for  
sample dozen, Polished or Common.**E. T. WRIGHT & CO.**

Manufacturers and Sole Patentees, Hamilton and Montreal

This design a guar-  
antee of quality**Heavy Red-Brown Wrapping**  
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF**CANADA PAPER CO.**  
TORONTO LIMITED MONTREALSAMPLES AND PRICES  
GLADLY SENT.

—IF—

you require a cheaper quality sheet than

**"SWORD & TORCH"**

ASK FOR

**"THREE CASTLES & KEY"**

specially made for corrugating purposes—PRICE LOWEST.

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**T. W. & J. WALKER,**

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—Cutts &amp; Co., Toronto Junction, Ont.

—That's the name and address.

—**Their All-Metal Ash Sifters** that retail at  
25c., is their line — and a good one — **all  
metal.**

—Have you been selling them this winter?

You are not in business for a day only. You want to do business years hence, and you want your business to grow with the passing years. That means you must give your customers value for every penny they spend in your store. You give them the best steel range value on the market when you sell them an

**Oxford Chancellor**  
**—Range—**

It is a range that lives up to every claim we make for it. It will give your customers a satisfaction that will redound to your credit.

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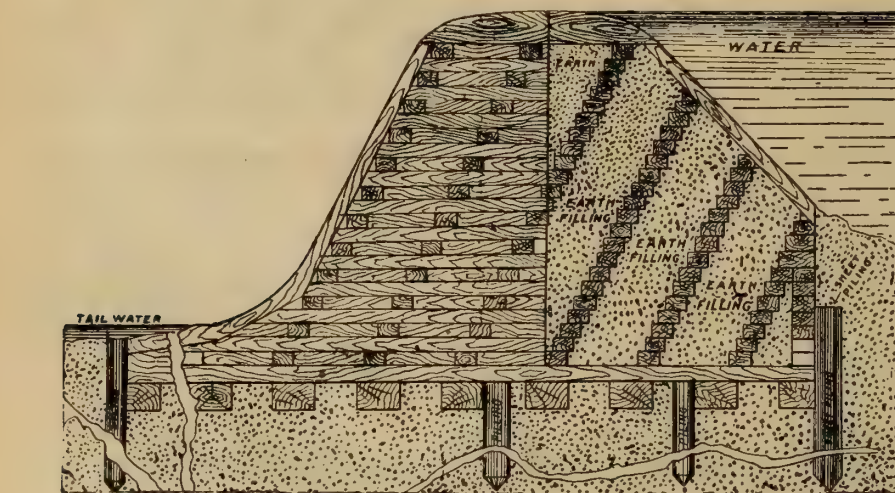
# BUILDING AND CONSTRUCTION

## Construction of a Dam on a Sand Foundation.

A DAM, as is shown by the accompanying illustration, is especially adapted for use on a sand foundation. Commenting on this dam a writer in *The American Miller* says: A peculiar feature of this dam lies in its circular construction and earth filling, making an earth dam, held together by timbers laid up, for all the world, like a laminated wheat bin. Each cell is 5 feet by 5 feet, and the earth is tamped in as the dam is raised a foot or two, a stream of water pouring into the cell during the operation.

It will be noticed that the cells are not perpendicular, but lean at an angle to-

ward the upstream of the dam. This is intended to act as a brace to the structure and avoids getting the spikes too close together in the cross timbers. No attempt is made to have the planking on the upstream side water-tight, but that on the downstream side is very carefully and strongly laid so that no water escapes, and that it cannot be torn off by ice. The capillary action of the earth filling is depended on to keep the cell timbers wet and away from the air, so they will not decay.



While this particular dam, which is 700 feet long and 19 feet high, cost about \$80,000, others on the same principle, but differently located, need not cost

## New Office Building for Toronto.

The directors of the Traders Bank will build a substantial new office building this year, the work on which will begin in a few weeks. Beyond the intention to erect the building no definite plans have as yet been agreed upon as to

much more, if any, than an ordinary timber dam. But it represents one of the best types of modern dam construction for sandy bottoms, and, if rightly put in, will stand for generations. In sections where timber is still plentiful, this principle can easily and profitably be applied to many different uses, such as wing walls and re-enforcements for waterways and race banks.

It is understood, however, that it will be of seven or eight storeys, and will occupy a ground space of one hundred square feet. All the tenants at present in the Traders Bank building at Colborne and Yonge streets have received notification to vacate. The Consolidated Sault St. Marie Co. will, it is understood, occupy a whole flat in the new structure.

## Building Materials Cheaper.

A MARKED reduction in price has taken place in sheet metal building materials owing to the low cost of the sheets comprising the raw material. Not only have the Pedlar

Metal Roofing Company made this cut, but by installing a new machine for the manufacture of metal lath they have also cut the price of this line in two. Prior to the introduction of this machine the price of metal lath was practically prohibitive, where now it is a line which is bound to come into more general use, and gradually crowd wood lath off the market owing to its cheapness and greater durability. The advantage to the hardware dealer is that by handling metal lath he opens up a wider connection with the building trade than heretofore. Samples of the lath are sent to hardware dealers who mention Hardware and Metal when writing to the Pedlar People at Oshawa.

## Builders Exchange Banquet.

The assembly hall at the Temple building was handsomely decorated last night for the annual banquet of the Builders' Exchange, and the presence of about 150 ladies, with the members, added greatly to the brightness of the affair. There were also present Messrs. Tytler and Gould from London and Secord from Brantford, Robert Ross (president of the master plumbers) and J. W. Knott, president of the master painters.

## New Factory for Hamilton.

F. W. Bird & Son, East Walpole, Mass., large paper manufacturers, have decided to start a Canadian branch in Hamilton, and have purchased nine acres of land in the eastern part of the city, where they will erect a \$20,000 building. At first they will manufacture roofing paper only, but they expect to make all kinds of paper later, and will employ 200 hands.

## Toronto's Building Boom.

During the month of February there were sixty-seven building permits issued by the Property Department, as compared with forty-five during the same month last year. The aggregate cost of the buildings for which permits were granted is \$305,295, as compared with \$154,380 last year.



# "DOMINION BRAND" ROOFING PITCH TARRED FELT COAL - TAR (THE OLD RELIABLE QUICK SELLER)

WHEN YOUR  
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## THE BEST

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MATERIALS

CONSULT THE WELL-KNOWN MANUFACTURERS

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**COVERT MFG. CO.**  
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### Auto Screw Jack

Harness Snaps, Chain, Rope and Web  
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

**BRASS CHAINS**



FOR ALL USES

Let us know your needs and we will quote you. We supply brass chains in all sizes, Picture, Chandelier, Brazed Oval Link, Ladder, &c., &c., and can make it to your advantage to buy from us.  
**CAST AND STAMPED BRASSWARE OF EVERY DESCRIPTION.**

**JONES & BARCLAY, BIRMINGHAM, ENGLAND**

Don't Forget the Name...  
**NEWMAN'S INVINCIBLE  
FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.  
Will close a door against any pressure of wind.  
Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

**W. NEWMAN & SONS, Birmingham.**

## CONCRETE BLOCK MACHINES

**Cistern and Pipe Moulds,**  
also **Veneering** in **Con-  
crete** imitation of pressed  
brick. Write for particulars.

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32 Church St., - Toronto.

### To the Wholesale Trade.

We are now fully equipped and pre-  
pared to give quotations for the  
manufacture of any

### Woodenware Specialties

**OUR HARDWARE SHELF BOX** is  
selling itself. Write for prices.

...THE...

### Bennett Manufacturing Co.

PICKERING, ONT.

# SPRINGS

ALMOST ANYTHING IN THIS LINE.

## Small DROP FORGINGS

Submit Samples or Specifications for Prices.

**THE WALLACE BARNES CO., - - BRISTOL, CONN.**

## METAL LATH

**YOU** see prior to the time of our begin-  
ning to make Metal Lath, the maxi-  
mum daily output was 600 sq. yards. Our  
machine--a new and perfected model--  
turns out 10,000 sq. yards daily. No  
wonder that we can afford to cut the  
price in two, with discounts to the dealer.

PERFECT Metal Lath is a line for the hardware dealer  
to handle. We work with every dealer to get him busi-  
ness, and protect him in all cases.

Sample--booklet--free.

**THE PEDLAR PEOPLE,**  
OSHAWA, ONT.

Eastern Warehouse, 767 Craig St. Montreal



## Building Notes.

The London postoffice will be remodelled at a cost of \$20,000.

J. Rosenthal will build a solid brick hotel on Main street, Winnipeg.

Cement blocks will be used in the construction of the new Methodist church at Leamington.

Fire did \$25,000 damage to Knight Bros. sash and door factory at Burk's Falls on Feb. 22.

E. P. Davis, K.C., Vancouver, is erecting a five-storey office building, which will cost about \$60,000.

Two storeys will be added to the warehouse occupied by Tilden, Gurney & Co., on Rupert street, Winnipeg.

The Masonic lodge of Rapid City, Man., are contemplating the enlarging of their assembly hall in that town.

A new factory will probably be built in Hamilton by the Vulcan Soot Cleaner Company, of Dubois, Iowa.

The Catholic Sailors' Club in Montreal will spend \$10,000 in improving two stores and erecting a large hall.

Tenders are being called for by the City Clerk of Montreal for a cafe and terrace to be built on Mount Royal.

Adams & Blute, Wolseley, Assa., are calling for tenders for a frame and brick-veneered hotel to be built at Fillmore, Assa.

The Molsons Bank has decided to erect a branch in St. Henri, and for that purpose have purchased property at the corner of Notre Dame and St. Remi streets.

The Molsons Bank has secured a site at the corner of St. Remi and Notre Dame streets, St. Henri, Montreal, and will build a handsome branch there.

Chas. A. Ahrens & Co., Berlin, have decided to erect a modern business block which will be a handsome building of red pressed brick, 31 feet, 6 inches frontage, and 32 feet deep, and three storeys high.

Ground has been broken for a new business block on Hastings street, Vancouver. The building will be 52x80 feet, brick and concrete, galvanized iron cornices and plate-glass fronts, divided into three stores with vaults.

It is likely a large hotel covering one block will be erected shortly in Montreal. The proposed site is the block bounded by St. Catherine, Peel, Metcalfe and Dominion Square. When completed it will be the best of its kind in Canada.

Vancouver millmen confirm the report of an advance in the price of lumber by the Pacific Coast Lumber Manufacturers' Association, averaging from 50c. to \$1. This effect on the coast will be to re-

store the markets to some extent in the Northwest.

Plans for a new \$30,000 building in Vancouver have been prepared, to be erected on Carrall street, on the site formerly occupied by the Ross & Howard foundry. The building is to be two and a-half storeys in height and will be used as a store and dwelling.

The contract for building the new docks for Mackenzie & Mann at Port Arthur has been given to the Barnett-Record Company, Minneapolis, Minn. The docks will be equipped with the most modern handling machinery, and will have a capacity of 300,000 tons.

The Bank of Hochelaga has decided to erect a branch at the southwest corner of St. Denis and Mount Royal avenue, Montreal. The new building will be three storeys high. The contractors are Deguise & Lemay, for the brick work, and Labrecque and Mercure for the remainder.

A building permit has been issued in Vancouver for the construction of a brick and stone structure on the property of Mr. R. McLeod, Cordova street, between Homer and Hamilton, which will cost, completed, \$15,000. The building is to be used as a store and warehouse.

A. F. Dunlop has completed plans for the new Lindsay building in Montreal, which is to be situated on the south side of St. Catherine street, west of Peel street. The new building will have a frontage of fifty-three feet, and will be one hundred and two feet in depth. The height will be in the neighborhood of one hundred feet.

A new building, measuring sixty feet by forty feet and costing \$20,000, is to be erected at the northwest corner of Notre Dame and Dollard streets, Montreal. The external walls are to be of Montreal stone and Laprairie brick, banded with stone. The contractors are Louis David, for the mason work; the Dominion Bridge Co., for the steel work, and Jos. Cote, for the carpenter and other works.

Contracts have been let for a Canadian branch of the Wilcox Hardware Company, of Chicago, to be erected on Chelsea Green at London. The firm will employ about 50 hands at the outset, and the building will be one storey, and 50x150. The contracts were let as follows: Cement work, Forest City Paving Company; carpenter work, L. H. Martyn; painting, George Howe. A switch is to be run into Chelsea Green from the Pere Marquette line.

The Manitoba Peat Company's plant at Fort Frances will probably be in operation by August, and peat fuel be shipped to Winnipeg by September. The factory will be 40x27 feet and will be

built of cement, the engine house and offices being built of brick. Over a mile and a half of ditching and drainage has been done so far on the company's property and several thousand more yards will be constructed in the spring. Fifty men will be employed and \$40,000 worth of machinery will be installed.

Sealed tenders will be received until March 20, 1905, by A. E. McKenzie, Brandon, Manitoba, for the erection of a four-story brick building for the Young Men's Christian Association. Separate tenders will be received on the following: (A) general contract, including all materials and workmanship under the following headlines of this specification' (1) masonry, (2) carpentry, (3) iron work, (4) plastering, (5) painting and glazing, (6) tiling, (7) sheet metal, and composition roofing, (8) electric lighting, (9) wrought hardware and (10) hardware trim; (B) plumbing, (C) electric light fixtures.

A novel apartment house is to be built in Montreal on plans drafted by W. E. Doran, the cost to be between \$17,000 and \$20,000. The building will have two entrances, only, each giving access to three eight-room dwellings, one on each floor. These main entrances will be electrically controlled from the dwellings reached by them, and any of the tenants may illuminate the main halls from their own apartments. There will also be at the entrance to each dwelling a lobby, cutting it off from the main hallway and giving privacy. Each will have its own furnace, the only thing in common being the main stairway, which will take the place of the various staircase ways generally in use.

One of the principal articles of importation into the Philippine Islands just now is cement, and the business is well worth the serious consideration of the trade. Whereas in 1902 the total value of the cement imported was \$65,000, during the first five months of 1904 the importation reached a value of \$72,000. The bulk of it comes from Hong Kong, but Belgium, Germany and the United Kingdom also participate in this increasing trade.

The board of governors of the Royal Victoria Hospital, Montreal, in trying to secure a lath to replace the wooden laths, some of which were destroyed by the recent fire, have approved of the expanded metal lath, manufactured by the Pedlar People, of Oshawa, Ont., and have given an order to this company to supply a sufficient amount to replace the entire amount of wooden laths.

Canadian lumbermen intend to wait upon the Ministers of Finance and the Interior and press their claim for the imposition of a duty of \$2 a thousand on rough lumber.



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**Prisms**

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**A Daylight Store Draws Trade.**

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WE ARE PRODUCING THE  
LATEST AND BEST DESIGNS IN  
**Refrigerators, Screen**  
**Doors and Windows**

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IT WILL PAY YOU.

**THE SANDERSON-HAROLD CO.,**  
PARIS, - ONT. Limited



**Perfection**  
**Window Screen.**

**MAXIMUM LIGHT**  
**GLASS**

**III.—LIGHT**

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sky area, and increases the illumination to the  
extent of five to twenty-five times

As compared with the ordinary corrugated or prismatic glass,  
perfect interior lighting by daylight results through its use.

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Glass Importers and Manufacturers - London, Ont.

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To Hortimer Pub Co  
Cut Book 31

Page 16



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

FOUR million dollars is said to be the price to be paid by American capitalists for the Eddy Paper and Match Mills and kindred industries at Hull, Quebec. Mr. E. B. Eddy will retain his connection with the company if the transfer is made.

Fire did \$30,000 damage to the Cobban Mfg. Co.'s factory in Montreal on Feb. 22.

The Canadian Railways Finance Company have acquired a Royal charter to connect Hudson's Bay with the Pacific by rail. It is understood the company purposes to undertake Canadian railway business on a large scale.

Frederic Nicholls, E. R. Wood and D. E. Thomson, of Toronto, are interested in the formation of a new company, capitalized at \$50,000, to supply gas and electricity to cities in Western New York.

The snow blockade in Nova Scotia has prevented the shipment of steel from the works of the Dominion Iron and Steel Company at Sydney, and has also prevented the company from obtaining machinery intended for the rail mill. The company has booked heavy orders for rails from various sources.

The Kingston Street Railway Co. has passed into the hands of the bondholders, who held a mortgage for over \$150,000. Hugh Nickle, the present superintendent, will assume the management. The company is now healing with the city for power, and is running the road on a limited service until April. There are seven miles of track.

Owing to the development of the cream separator trade in Canada, the Sharples Separator Co., of West Chester, Pa., has established a special Canadian selling organization with headquarters in Toronto, and will probably erect a branch factory in Canada in the near future. Edward Ellwood, Eastmure and Lighburn Building, has been appointed Canadian manager.

The Keenan Bros.' Woodenware Manufacturing Company's plant has been opened. This industry is the latest addition to Owen Sound's increasing list of manufacturing concerns. The company has been incorporated with a capital of \$100,000, and the chief articles of manufacture will be baskets and butter tubs. The factory will give employment to 100 hands.

The need of an iron works on the Pacific coast has long been acknowledged, and there is now some talk of the C.P.R. establishing one on much the same basis as those at Sydney, C.B. Fields of iron ore are very prolific on the Island of Vancouver, and especially along the line of the Esquimalt and Nanaimo Railway, which was recently acquired by the C.P.R.

The Canada Malting Co., of Toronto, has just completed the purchase of a site west of McPhillip's street, on the C.P.R. Pembina branch. The company purposes starting business on a large scale this season. It will erect an elevator of 150,000 bushels capacity, and

the necessary malting houses for the prosecution of their business; they will employ from 75 to 100 men.

Brockville will submit by-laws to grant bonuses of \$30,000 in the shape of a loan to the Canada Carriage Company, and \$1,000 for a site for D. H. Burrell & Co., Little Falls, N.Y. The latter propose erecting a factory for the manufacture of dairy supplies, while the former are rebuilding their burned factory, and guarantee to show a yearly pay roll of \$60,000.

The Halifax Electric Tramway Company statement for the year December 31, 1904, shows net earnings of \$137,523.34, 5 per cent. dividends on the capital stock is absorbed \$67,500, \$3,159.47 was spent in interest, and out of the year's earnings \$66,863.77 was transferred to surplus account, which now stands at \$162,015.73. The company has made steady progress, and the shareholders seemingly are warranted in expecting a higher rate of dividend in the near future.

The great Clergue enterprise, the Michigan Lake Superior Power Company is to have a rival. The Edison Sault Electric Company will put up a big power plant on St. Mary's Rapids, near the locks. They will expend \$120,000 during the present Summer. The first section is to have a capacity of nearly three thousand horse-power. Mr. Alex. Dow, of Detroit, with several Wall street capitalists, is behind the move. It is the intention to ultimately use every bit of power in the St. Mary's River, amounting to half a million horse-power or more.

A big project to develop the water-power of Grand Falls has been laid before the New Brunswick Government. The capitalists interested are those comprising the Electric Manganese Company, and include Barton E. Kingman, of New York, and Fred. Sayles, of Providence, R.I. The project includes the manufacture of ferro manganese at the falls and the operation of pulp, paper and saw mills, the operation of international railway by electricity and the transmission of electric power between the St. John River Valley, to be sold for use in lighting and manufacturing as far as St. John. The project will involve from \$3,000,000 to \$4,000,000 outlay.

The Wilkinson Plow Company has purchased the West Lorne Wagon Works, and will run it in connection with their plant at Toronto Junction. This company was chartered last March and succeeded the business of the Walkerville Wagon Co., which built factories at West Lorne. The works were under the supervision of William and John Milner, who will remain with the present owners. All kinds of heavy wagons will be made at this factory. The factory is in a good hardwood section, and the Wilkinson Plow Works will be the selling organization behind the factory. The purchase was consummated by E. G. E. Ffolkes, manager of the Wilkinson Com-

pany, and the price is said to have been \$75,000.

## COMPANIES INCORPORATED.

Close Brick Company, Stratford, share capital, \$25,000; purpose to manufacture brick and tile. The directors are: J. H. Kenner, J. L. Young and D. H. Farrow, all of Stratford.

Lumen Bearing Company, of New York, given power to manufacture and sell metals, etc., in Ontario, on a share capital of \$60,000; N. K. B. Patch, of Toronto, to be the company's attorney.

Keystone Engineering Company, Toronto, share capital, \$40,000; purpose to do a general construction business. The directors are: A. W. Kirven, F. B. Johnston and S. Johnston, all of Toronto.

Dain Manufacturing Company, of Iowa, given power to manufacture and sell agricultural implements, etc., in Ontario, on a share capital of \$40,000. F. R. Shantz, of Preston, to be the company's attorney.

John Hillock & Company, Toronto, share capital, \$40,000; purpose to carry on a lumbering business. The directors are: F. Hillock, J. S. Hillock, M. C. Hillock, J. F. Hillock and C. W. Hillock, all of Toronto.

Thomas Lawson & Sons, Ottawa, share capital, \$50,000; purpose to act as electroplaters, machinists, etc. The directors are: T. Lawson, C. T. Lawson, A. T. Lawson, R. M. Lawson and J. Lawson, all of Ottawa.

W. J. McGuire & Co., Montreal, share capital, \$50,000; purpose to do a manufacturing and plumbing business. The directors are: W. J. McGuire and G. F. McGuire, of Toronto; and R. J. McCauley, W. L. Horn, and H. C. Stone, of Montreal.

Canadian Appraisal Company, Montreal, share capital, \$50,000; purpose to appraise industrial plants, do construction work, etc. The directors are: F. Paul, W. M. Doull, P. C. Ryan, L. Guest, H. Seymour and E. Dowson, all of Montreal.

William Muir & Son, Limited, Montreal, share capital, \$45,000; purpose to carry on the business of buying, selling and dealing in coal and other fuel. The charter members are: John Ryan, Patrick Joseph Heelan, Patrick Doyle, Robert Clark McMichael, and Francis George Bush, all of Montreal.

Gauthier & Frere, Quebec, share capital, \$50,000; purpose to do painting, paper glazing, etc. The charter members are: Joseph Gauthier, Ovide Gauthier, Joseph Edouard Bedard, H. Eudore Gauthier, C. Eugene Gauthier, Raoul O. Gauthier, and Joseph W. Gauthier, all of Quebec.

Monteray Electric and Gas Company, Toronto, share capital, \$3,000,000; purpose to carry on business as an electric lighting and power company. The charter members are: William MacKenzie, William Laidlaw, Z. A. Lash, and A. W. MacKenzie, all of Toronto; and Herbert Samuel Holt, of Montreal.

Blind River Light, Heat and Power Company, Blind River, share capital, \$10,000; purpose to operate electric power and lighting works. The directors are: D. I. Miller, of S. Ste. Marie, Ont.; F. R. Price and D. S. Pindall, of S. Ste. Marie, Mich.; E. F. Bradley, of Toronto, and G. J. McArthur, of Blind River.



## The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

Manufacturers of the celebrated "Saugeen Brand" OF PORTLAND CEMENT.

Prices on application.

STREET PAVING and SIDEWALKS a SPECIALTY

## SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office:

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Walter Mills, General Manager  
Ask for quotations for  
Septic Tanks.

Water Proof Floors for  
Malt Houses, Breweries,  
Slaughter Houses,  
Cheese Factories, Cellars,  
Stable Floors, etc



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That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,

New Haven, Conn., U.S.A.

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and Handsome Roof.

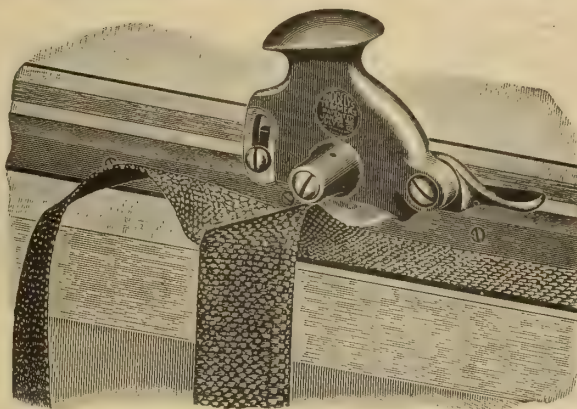


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Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

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Room 215 Coristine Building, - MONTREAL.

Sole agents being appointed in each district. Write to-day.



## Ridgely's Model B Trimmer

In conjunction with our famous THREE-PIECE STRAIGHTEDGE makes an outfit for trimming paper that will do the work in one-sixth the time it takes to do it with a knife or shears, and do it accurately. Guaranteed to give perfect satisfaction.

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THE RIDGELY TRIMMER CO.,

Manufacturers,

Paper Hangers' Supplies,  
SPRINGFIELD, OHIO, U.S.A.

Send for Catalogue No. 16.

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Now is the time to get after farmers who intend building. We can help you to get their orders.

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### Safe Lock Shingles

Galvanized or painted.

### Ornamental Shingles and Tiles

Several patterns to select from.

### Sidings, Large and Small Sheet

Imitating Brick, Stone, Etc.

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Any size or gauge.

### V Crimp and Beaded Sheets

### Acme Ready Roll Roofing

### Metal Ceilings

Gothic and Louis XIV  
Classifications and Sundry  
Patterns.

### Cornices

Of every description from  
stock designs or to architect's  
drawings.

Skylights, Finials, Crestings,  
Ventilators, Ridgings, Window  
and Door Trimmings, Troughing,  
Conductor Pipe, Thimbles,  
Galvanized Pumps, Stanchions  
and Water Bowls.

**Metal Shingle & Siding Co., Limited**  
Preston, Ont.

WESTERN AGENCY, Ellis & Grogan, Calgary.  
MANITOBA AGENCY, Clare & Brockest, Winnipeg.  
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**And Studying Everything which tends towards Perfection has placed our goods among the Leaders Everywhere.**



JOLIETTE, QUE.

## CURRENT MARKET QUOTATIONS.

120	31.00	10.00
1	00	55 00



# American Steel & Wire Co.

New York  
Empire Building

Montreal  
N. Y. Life Building

Chicago  
The Rookery

## BARBED WIRE GALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

SOIL PIPE AND FITTINGS.	
Med. and Extra heavy pipe and fittings, dis. 60 per cent.	
7 and 8-in. pipe, discount 40 and 5 per cent.	
SOLDER.	
	Per lb
Bar, half-and-half, guaranteed	0 17 1/2
Wiping	0 15 1/4
Refined	0 16 1/4

### PAINTS AND OILS.

COLORS IN OIL.	
1-lb. tins, pure.	
Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 06
Marine black	0 04
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

WHITE LEAD.	
	Per 100 lb.
Pure	4 60
No. 1	4 35
No. 2	4 30
No. 3	3 37 1/2
No. 4	3 35
Munro's Select Flake White	4 75
Elephant and Decorators' Pure	4 75
Monarch	5 00
Decorators' Pure	4 75
Essex Genuine	4 25
Sterling Pure	5 00
Island City Pure	5 00
Ramsay's Pure Lead	4 75
Ramsay's Exterior	4 50

RED LEAD.	
Genuine, 560 lb. casks, per cwt	\$4 50
Genuine, 100 lb. kegs, "	4 75
No. 1, 560 lb. casks, per cwt	4 00
No. 1, 100 lb. kegs, per cwt	4 75

WHITE ZINC.	
Extra Red Seal	0 06
French V. M.	0 06 1/2
Lehigh	0 06
Pure	0 07 1/2
No. 1	0 06 1/2
No. 2	0 05 1/2

DRY WHITE LEAD.	
Pure, casks	4 50
Pure, kegs	4 75
No. 1, casks	4 00
No. 1, kegs	4 25

PREPARED PAINTS.	
In 1, 1/2 and 1-gallon tins.	
Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead and Color Co.'s pure	1 25
Sanderson-Pearcy's pure	1 20
Standard Co.'s "New Era"	1 30
"Globe" barn	60
Francis-Frost Co.'s "Ark" B'd	1 25
"British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
"Thistle,	1 10
Outside, bbls	0 55
Island City House Paint	1 25
"Floor	1 25
Sterling House Paint	1 20
"Floor	1 10
Stewart & Wood's pure	1 20
National	1 05

PARIS GREEN.	
Petroleum, barrels, per lb.	0 13 1/2
Arsenic, kegs	0 13 1/2
50 and 100-lb. drums	0 14
25-lb. drums	0 14 1/2
1-lb. paper boxes	0 15
1-lb. paper boxes	0 17
Terms—2 per cent. off 30 days, or 90 days net.	

PUTTY.	
Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 65
Bladders in kegs, boxes or loose	1 90
25-lb. tins	1 80
12 1/2 lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85

VARNISHES.	
In 5-gal. lots.	
	Per gal. Net.
Carriage, No. 1	1 50
Pale durable body	4 10
"rubbing	2 85
Gold size, Japan	1 50
No. 1 brown Japan	0 85
Elastic oak	1 50
Furniture, extra	1 10
"No. 1	0 90
Hard oil finish	1 35
Light oil finish	1 60
Damar	1 75
Shellac, white	2 40
"orange	2 30
Purpentine, brown Japan	1 10
"black Japan	1 10
"No. 1	0 85
Elastilite varnish, 1 gal. can, each	2 75
Granitine floor finish, per gal.	2 75
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c.; size 3, 40c. each.	
Sherwin-Williams' kopal varnish, assorted case, from	to 1 gal., \$2.50.

GLUE.	
Common	0 08
French medal	0 10
White, extra	0 18
Gelatine	0 18
Strip	0 18
Coopers	0 19
Huttner	0 12
Ground	0 12
Cologne, genuine	0 16

### HARDWARE.

AMMUNITION.	
Cartridges.	
B. B. Caps Dominion, 50 and 5 and 25 per cent. American \$2.00 per 1000.	
C. B. Caps American, \$2.60 per 1000.	
Rim Fire Pistol, discount 30 p.c., American.	
Rim Fire Cartridges, Dominion, 50 and 5 p.c. Central Fire, Military and Sporting, American, add 20 per cent. to list. B. B. Caps, discount 40 per cent., American.	
Central Fire Pistol and Rifle, list net Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American, \$1.75 per lb.	
Wads.	
Best thick brown or grey felt wads, in 1/2-lb. bags	\$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 23
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.	
Discount 22 1/2 per cent.	
ANVILS.	
Wright's, 80-lb. and over	0 10 1/2
Hay Budden, 80-lb. and over	0 09 1/2
Brook's, 80-lb. and over	0 11 1/2

APPLE PARERS.	
Woodyatt Hudson, per doz., net	4 50
AUGERS.	
Gilmour's, discount 60 per cent. off list.	

AXES.	
Chopping Axes	
Single bit, per doz.	7 00
Double bit, " "	10 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50
Boys' Axes	6 25
Splitting Axes	7 00
Handled Axes	10 00
AMERICAN AXE AND TOOL CO.	
Red Ridge, boys', handled	5 75
"hunters'	5 25
Underhill American Bench Axes, 40 p.c.	

AXLE GREASE.	
Ordinary, per gross	6 00
Best quality	10 00

BELLS.	
Hand.	
Brass, 60 per cent.	
Nickel, 55 per cent.	

Cow.	
American make, discount 63 1/2 per cent.	
Canadian, discount 45 and 50 per cent.	

Door.	
Gongs, Sargent's	5 50
"Peterboro", discount 50 and 10 per cent. off new list.	8 00

Farm.	
American, each	1 35
House.	
American, per lb.	0 35

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent.	

BITS.	
Auger.	
Gilmour's, discount 60 per cent.	
Rockford, discount 50 and 10 per cent.	
Jennings' Gen., net list.	

Car.	
Gilmour's, 47 1/2 per cent.	
Expansive.	
Clark's, 40 per cent.	

Clark's, per doz.	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross.	2 25
" "	5 20

BLIND AND RED STAPLES.	
All sizes, per lb.	0 07 1/2
BOLTS AND NUTS.	
Carriage Bolts, common (\$1 list)	Per cent.
" 3-16 and 1/2 "	60 and 10
" 5-16 and 1/2 "	55 and 5
" 7-16 and up "	55 and 5
" full sq. (\$2.40 list)	60
" Norway Iron (\$3 list)	60

Machine Bolts, all sizes, 1/2 and less	60
Machine Bolts, 7-16 and up	60
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5

Sleigh Shoe Bolts	70
Cosch Screws, cone point	70
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4c. per lb. off.	
Stove Rods per lb., 5 1/2 to 6c.	

BOOT CALKS.	
Small and medium, ball	per M. 4 25
Small heel	4 50

BRIGHT WIRE GOODS.	
Discount 62 1/2 per cent.	
BUTCHERS' CLEAVERS.	
German	per doz. 6 00
American	12 00
Bailey's	per doz. 0 60

BUTCHER KNIVES.	
Bailey's	per doz. 0 60

BUILDING PAPER, ETC.	
Tarred Felt, per 100 lb.	1 85
Ready roofing, 2-ply, not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb. per roll	1 15
Carpet Felt	per ton 45 00
Heavy Straw Sheathing	per ton 35 00
Dry Sheathing	per roll, 400 sq. ft. 0 40
Tar	400 " 0 50
Dry Fibre	400 " 0 55
Tarred Fibre	400 " 0 55
O. K. & I. K. L.	400 " 0 20
Resin-sized	400 " 0 45
Oiled Sheathing	600 " 1 00
Oiled	400 " 0 70
Root Coating, in barrels	per gal. 0 17 1/2
Roof " small packages	0 25
Refined Tar	per barrel 5 00
Coal Tar	400 " 4 00
Coal Tar, less than barrels	per gal. 0 15 1/4
Roofing Pitch	per 100 lb. 0 81
Slater's felt	per roll 0 00

BULL RINGS.	
Copper, \$1.30 for 2 1/2-inch, and \$1.70 for 2-inch	

BUTTS.	
Wrought Brass, net revised list.	
Cast Iron.	
Loose Pin, discount 60 per cent.	

Wrought Steel.	
Fast Joint, discount 70 to 70 and 5 per cent.	
Loose Pin, discount 70 to 70 and 5 per cent.	

CARPET STRETCHERS.	
American	per doz. 1 00
Bullard's	6 50

CASTORS.	
Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

CATTLE LEADERS.	
Nos. 32 and 33	per gross 7 50
" "	8 50

CHALK.	
Carpenters' Colored, per gross	0 45
White lump	per cwt. 0 60
Red	0 05
Crayon	per gross 0 14

CHISELS.	
Socket, Framing and Firmer.	
Broad's, discount 70 and 5 per cent.	
Warnock's, discount 70 per cent.	
P. S. & W. Extra, discount 60 and 10 per cent.	

FOODS—STOCK.	
Colonial Stock Foods, 50c. packages, per doz	\$4 00
" " " 25c. pkgs., "	2 00
" " " 10c. "	75
" " " 25-lb. pail, each	1 80
Poultry Foods, 25c. packages	1 25
Cough Powders, per doz.	1 25
Worm	1 25

International 1 Stock Foods, \$1 packages, per doz.	8 00
International Stock Foods, per pail	2 75
" " " per bbl.	10 50
" Poultry " \$1 pkgs. per doz.	8 00
" Worm Powders, 50c. pkgs.	4 00
" Fine Healing Oil, per doz	8 00
" Pheno-Chloro, \$1 pkgs. per doz	8 00
" Hoof Ointment	8 00
" Compound Absorbent	16 00

Also 25c. pkgs. at \$2 per doz. 50c. pkgs. 4 per doz	
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CLOTHES REELS.	
Davis Clothes Reels, dis. 40 per cent.	



# Paterson's Wire Edged Ready Roofing

Fire-proof and Sanitary :  
Easy to put on :  
Hard to wear out :  
Don't cost much.

You have hundreds of Customers who require that kind of Roofing Material.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

CONDUCTOR PIPE.			GAUGES.			Clothes line, No. 61..			Cabinet.				
Plain or Corrugated.			Marking, Mortise, Etc.			Harness.....			Eagle, discount 30 per cent.				
2-inch .....	per 100 feet	3 00	Wire Gauges.			Hat and coat .....			Padlocks.				
3 " .....	" "	4 00	Stanley's, discount 50 to 55 per cent.			Chandelier .....			English and Am. ....				
4 " .....	" "	5 25	Winn's, Nos. 26 to 33 .....			Wrought Iron.			Eagle, discount 20 to 25 per cent.				
5 " .....	" "	6 75	GILLET'S POWDERED LYE.			Wrought hooks and staples			MACHINE SCREWS.				
6 " .....	" "	9 00	1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.			Wire.			Flat head, discount 25 per cent.				
CRADLES, GF.AIN.			HALTERS.			Hat and coat, discount 60 per cent.			Round head, discount 20 per cent.				
Canadian, discount 20 to 25 per cent.			Rope, 1/2-inch .....			Belt .....			MALLET.				
CROSSCUT SAW HANDLES.			Rope, 3/4-inch .....			Screw, bright, discount 62 1/2 per cent.			Tin Smiths' .....				
S. & D., No. 3 .....	per pair	0 15	Leather, 1-inch .....			HORSE NAILS.			Carpenters', hickory, .....				
S. & D., " 5 .....	"	0 22 1/2	Leather, 1 1/2 " .....			"C" brand, 40, 10 and 7 1/2 per cent. off list			Lignum Vitae .....				
S. & D., " 6 .....	"	0 15	Web .....			"M" brand, 55, per cent.			Caulking, each .....				
Boynton pattern .....	"	0 20	<b>HAMMERS.</b>			"Monarch", 50 and 7 1/2 per cent.			MATTOCKS.				
DOOR SPRINGS.			Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.			<b>HORSESHOES.</b>			Canadian .....				
Torrey's Rod .....	per doz.	1 75	Magnetic .....			F.O.B. Montreal			American, discount 3 1/2 per cent.				
Coil, 9 to 11 in. ....	"	0 95	Canadian .....			"P.B." brand, new pattern, base .....			German, 15 per cen				
English .....	"	2 00	Sledge .....			"M." brand, base .....			Gem .....				
DRAW KNIVES.			English and Canadian, per lb.			Add 15c. Toronto, Hamilton, Guelph.			MILK CAN TRIMMINGS.				
Coach and Wagon, discount 50 per cent.			Ball Pean.			<b>JAPANNED WARE.</b>			Discount 25 per cent.				
Carpenters' discount 70 per cent.			Axe, 2nd growth, per doz. net			50 per cent.			<b>NAILS.</b>				
DRILLS.			Store door .....			Star .....			2d .....				
Hand and Breast.			C. & B., discount 40 per cent., revised list.			<b>PICKS.</b>			3d .....				
Millar's Falls, per doz., net list.			Hoe.			Copper .....			4 and 5d .....				
DRILL BITS.			C. & B., discount 40 per cent., revised list.			American, 60 and 10 to 65 and 5 per cent.			6 and 7d .....				
Morse, discount 37 1/2 to 40 per cent.			Saw.			<b>KETTLES.</b>			8 and 9d .....				
Standard, discount 50 and 5 to 55 per cent.			American .....			Brass spun 7 1/2 per cent. discount off new list.			10 and 12d .....				
FAUCETS.			Plane.			Lock, Canadian dis. 40 to 40 and 10 per cent.			16 and 20d .....				
Common, cork-lined, discount 35 per cent.			Hammer and Hatchet.			Cabinet, trunk and padlock,			30, 40, 50 and 60d (base) .....				
EAVETROUGHS.			Canadian, discount 40 per cent.			American .....			F.o.b. Toronto.				
10-inch .....	per 100 ft.	10 00	<b>HANGERS.</b>			<b>KEYS.</b>			Cut nails in carlots 5c. less.				
ELBOWS (stovepipe.)			Steel barn door .....			Lock, Canadian dis. 40 to 40 and 10 per cent.			Wire nails in carlots are \$2.20 (base).				
5 and 6-inch, common .....	per doz.	1 20	Stearns, 4-inch .....			Cabinet, trunk and padlock,			Steel cut nails 10c. extra.				
7-inch .....	"	1 35	Zenith .....			American .....			Miscellaneous wire nails, discount 75 per cent.				
Polished, 15c. per dozen extra.			Lane's covered—			<b>KNOBS.</b>			Coopers' nails, discount 30 per cent.				
ESCUTCHEONS.			No. 11, 5-foot run .....			Door, japanned and N.P., per			<b>NAIL PULLERS.</b>				
Discount 50 and 10 per cent., new list			No. 11 1/2, 10-foot run .....			doz. ....			German and American .....				
ESCUTCHEON PINS.			No. 12, 10-foot run .....			Bronze, Berlin .....			No. 1 .....				
Iron, discount 40 per cent.			No. 14, 15-foot run .....			Bronze, Genuine .....			No. 1873 .....				
FACTORY MILK CANS.			Steel, covered .....			Shutter, porcelain, F. & L.			<b>NAIL SETS.</b>				
Discount off revised list, 40 per cent.			" track, 1 x 3-16 in (100 ft) .....			screw .....			Square, round and octagon,				
FILES AND RASPS.			" 1 1/2 x 3-16 in (100 ft) .....			White door knobs .....			per gross .....				
Great Western .....	70 and 10 per cent.		<b>HARVEST TOOLS.</b>			<b>HAY KNIVES.</b>			Diamond .....				
Arcade .....	"	10	Discount 60 per cent.			Net prices.			<b>POULTRY NETTING.</b>				
Kearney & Foot .....	"	10	<b>HATCHETS.</b>			<b>LAMP WICKS.</b>			2-in. Mesh, 19 w.g., dis. 60 per cent.				
Disston's .....	"	10	Canadian, discount 40 to 42 1/2 per cent.			Discount, 60 per cent.			2-in. Mesh 16 w.g. and heavier, 50 p.c.				
American .....	"	10	Shingle, Red Ridge 1, per doz. ....			<b>LADDERS, EXTENSION.</b>			<b>OAKUM.</b>				
J. Barton Smith .....	"	10	2, " .....			Waggoner Extension Ladders, dis. 40 per cent.			U. S. Navy .....				
McClellan .....	"	10	Barrel, Underhill .....			<b>LANTERNS.</b>			Plumbers .....				
Eagle .....	"	10	<b>HAT ENAMEL.</b>			Cold Blast .....			<b>OILERS.</b>				
Nicholson, 60 and 10 to 60, 10 and 5			Henderson & Potts' "Anchor Brand"			No. 3, "Wright" .....			McClary's Model galvanized				
Royal .....	"	10	<b>HINGES.</b>			Ordinary, with O burner .....			oil can, with pump, 5 gallon,				
Globe .....	"	10	Blind, Parker's, discount 60 per cent.			Dashboard, cold blast .....			per dozen .....				
Black Diamond, 60 and 10 to 60, 10 and 5 per			Heavy T and strap, 4-in., per lb. ....			No. 0 .....			Davidson oilers, discount 40 per cent.				
cent.			" 5-in., " .....			Japanning, 50c. per doz. extra.			Zinc and tin, discount 50, 50 and 10 per cent.				
Jowitt's, English list, 25 to 27 1/2 per cent.			" 6-in., " .....			<b>LEMON SQUEEZERS.</b>			Copper .....				
Nicholson File Co.'s "Simplicity" file handle,			" 8-in., " .....			Porcelain lined .....			Brass .....				
per gross 85c. to \$1.50			" 10-in., " .....			Galvanized .....			Malleable, discount 25 per cent				
<b>GLASS.</b>			Light T and strap, discount 65 and 5 per cent.			<b>LAWN MOWERS FOR 1905.</b>			<b>GALVANIZED PAIRS.</b>				
Window. Box Price.			Screw hook and hinge—			Woodyatt, 10 1/2-in., 14-in. cut .....			Dufferin pattern pails, discount 47 1/2 per cent				
Star .....	Per	D. Diamond	6 to 10 in. ....			Star, 9-in. ....			Flaring pattern, discount 47 1/2 per cent				
50 ft. ....	Per	Per	12 in. up .....			Daisy, 8-in. ....			Galvanized washtubs, discount 47 1/2 per cent				
100 ft. ....	Per	Per	Spring, No. 20, per gro. pairs .....			Philadelphia, 7 1/2-in. ....			<b>PIEDCE WARE.</b>				
Under 26 .....	3 80	5 06	Spring, Woodyatt pattern, per gro., No. 5.			Woodyatt, 10 1/2-in., ball bearing 13 25 to 18 00			Discount 40 per cent off list, June, 1899.				
26 to 40 .....	4 00	5 44	\$17.50; No. 10, \$18; No. 20, \$10.80; No.			Grass Boxes .....			10-qt. flaring sap buckets, discount 40 per cent				
41 to 50 .....	4 50	6 56	120, \$20; No. 51, \$10; No. 50, \$27.50.			King Edw'd, 12-in., 14-in. cut 9 00 to 10 00			6, 10 and 14-qt. flaring pails dis. 40 per cent.				
51 to 60 .....	4 75	7 50	<b>HOES.</b>			Horse Lawn Mowers, "Special."			Creamer cans, discount 40 per cent.				
61 to 70 .....	5 00	8 62	Garden, Mortar, etc., discount 60 per cent.			Discount, 50 per cent., with freight con-			<b>PICTURE WIRE.</b>				
71 to 80 .....	5 30	9 38	Planter .....			cisions in quantity shipments.			Tin and gilt, discount 75 per cent.				
81 to 85 .....	5 30	10 75	<b>HOLLOW WARE.</b>			<b>Maxwell &amp; Sons:</b>			<b>PINE TAR.</b>				
86 to 90 .....	5 30	12 30	Tinned cast, 35 per cent.			10 1/2-in. high wheel .....			1 pint in tins .....				
91 to 95 .....	5 30	15 00	<b>HOOKS.</b>			9-in. ....			Wood bench, Canadian discount 40 per cent.				
96 to 100 .....	5 30	18 00	Cast Iron.			8-in. ....			American discount 50 per cent.				
96 to 100 .....	5 30	18 00	Bird cage .....			Discount 50 per cent.			Wood, fancy Canadian or America				
						<b>LOCKS.</b>			40 per cent				
						Canadian, 50 to 50 and 10 per cent							
						Russell & Erwin, steel rim ..							



For the Order Dept.



# Vertical Filing

Do You Use It?

Recognized by those who do, as the very best mode of Filing. Of course we can give you the Shannon Filing System (you know what the Shannon in business stands for) or the Loose Leaf System, but write for Folder No. 506 explaining Vertical Filing. Full line of Business Furniture in stock. Will you come and see it?

The Office Specialty Mfg. Co., Limited

Factories:  
Newmarket

97-105 Wellington St. West, Toronto

## PLANE IRONS.

English ..... per doz. 2 00 5 00

## PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37 1/2 to 40 per cent.

Button's imitation ..... per doz. 5 00 9 00

German ..... " 0 60 0 60

## PRESSED SPIKES.

Discount 20 per cent.

## PULLEYS.

Hothouse ..... per doz. 0 55 1 00

Axle ..... " 0 22 0 33

Screw ..... " 0 22 1 00

Awning ..... " 0 35 2 50

## PUMPS.

Canadian cistern ..... 1 80 3 60

Canadian pitcher spout ..... 1 40 2 10

## PUNCHES.

Saddler's ..... per doz. 1 00 1 85

Conductor's ..... " 3 00 15 00

Pinners, solid ..... per set 0 72

" hollow ..... per inch 1 00

## RAKES.

Wood ..... per doz. net 1 20 up.

## RAZORS.

per doz.

Elliot's ..... 4 00 18 00

Geo. Butler's & Co.'s ..... 4 00 18 00

Boker's ..... 7 50 11 00

" King Cutter ..... 13 50 18 50

Wade & Butcher's ..... 3 60 10 00

Carbo Magnetic ..... 15 00

Griffin Barber's Favorite ..... 10 75

Griffin No. 65 ..... 13 00

Griffin Safety Razors ..... 13 50

Griffin Strapping Machines ..... 13 50

Lewis Bros. " Klean Cutter " 8 50 10 50

Hindoo ..... 10 50 14 00

Orgsteom's Swedish ..... 3 50 10 00

Henckel's ..... 7 50 20 00

Clauss, 50 and 10 percent.

Clauss Strops, 50 and 10 per cent.

## REGISTERS.

Discount 40 per cent.

## RIVETS AND BURNS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.

Iron Burns, discount 60 and 10 and 10 p.c.

Copper Rivets, with usual proportion burns, 45 per cent.

Copper Burns only, discount 30 and 10 per cent.

Extras on Tinned or Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.

## RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.

## ROPE, ETC.

Sisal ..... 0 11

Pure Manila ..... 0 14 1/2

"British" Manila ..... 0 11

Cotton, 3-16 inch and larger ..... 0 21 0 23

" 5-32 inch ..... 0 25 0 27

" 1 inch ..... 0 25 0 28

Russia Deep Sea ..... 0 16

Jute ..... 0 09

Lath Yarn, single ..... 0 10

" double ..... 0 10 1/2

Sisal bed cord, 48 feet ..... per doz. 0 65

" 60 feet ..... 0 80

" 72 feet ..... 0 95

## RULES.

Boxwood, discount 70 per cent.

Ivory, discount 20 to 25 per cent.

## SAD IRONS.

Mrs. Potts, No. 55, polished ..... per set 0 75

No. 50, nickel-plated, ..... 0 80

Common, plain ..... 4 50

" plated ..... 5 50

## SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.

Emery, discount 40 per cent.

Granat (Burton's), 5 to 10 per cent. advance on list

## SAP SPOUTS.

Bronzed iron with hooks ..... per 1,000 7 50

"Eureka" tinned steel, hooks ..... 8 00

## SAWS.

Hand, Diaston's, discount 12 1/2 per cent

S. & D., discount 40 per cent.

Crosscut, Diaston's, ..... per foot 0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete ..... each 0 75 2 75

" frame only ..... each 0 50 1 25

## SASH WEIGHTS.

Sectional ..... per 100 lb. 2 00 2 25

Solid ..... 1 50 1 75

## SASH CORD.

Per lb. .... 0 28 0 30

## SAW SETS.

per doz.

Lincoln and Whiting ..... 4 75

Hand Sets, Perfect ..... 4 00

X-Cut Sets, ..... 7 50

## SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart & Milne—

Imperial Standard, discount 40 per cent.

Weight Beams, discount 35 per cent.

Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.

" Dominion, discount 55 per cent.

" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.

" Champion, discount 50 per cent.

" Weightbeams, discount 35 per cent.

## SCREW DRIVERS.

Sargent's ..... per doz. 0 65 1 00

## SCREEN DOORS.

Common doors, 2 or 3 panel, walnut

stained, 4-in. style ..... per doz. 6 50

Common doors, 2 or 3 panel, yellow and

green stained, 4-in. style ..... per doz. 6 75

Common doors, 2 or 3 panel, in natural

colors, oil finish ..... per doz. 8 75

3-in. style 20c. per dozen less.

## SCREWS.

Wood, F. H., bright and steel, discount 87 1/2 per cent.

Wood, R. H., bright, dis. 82 1/2 per cent.

" F. H., brass, dis. 80 per cent.

" R. H., " dis. 75 per cent.

" F. H., bronze, dis. 75 per cent.

" R. H., " dis. 70 per cent.

Drive Screws, dis. 87 1/2 per cent.

Bench, wood ..... per doz. 3 25 4 00

" iron ..... 4 25 5 00

Set, case hardened, dis. 60 per cent.

Square Cap, dis. 50 and 5 per cent.

Hexagon Cap, dis. 45 per cent.

## SCYTHES.

Per doz. net ..... 6 00 9 00

## SCYTHE SNATHS.

Canadian, discount 40 per cent.

## SHEARS.

Clauss, nickel, discount 80 per cent.

Clauss, Japan, discount 87 1/2 per cent.

Clauss, tailors, discount 40 per cent.

Seymour's, discount 50 and 10 per cent.

## SHOVELS AND SPADES.

Canadian, discount 45 per cent.

## SINKS.

Cast iron, 16 x 24 ..... 0 85

" 18 x 30 ..... 1 00

" 18 x 36 ..... 1 40

## SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews ..... 4 50 11 50

## SOLDERING IRONS.

1, 1 1/2-lb. .... per lb. 0 37

2-lb. or over ..... 0 34

## SQUARES.

Iron, No. 492 ..... per doz. 1 90 2 25

" No. 493 ..... 2 40 2 55

" No. 494 ..... 3 25 3 40

Steel, discount 60 and 5 to 65 per cent.

Try and Bevel, discount 50 to 52 1/2 per cent.

## STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off revised list.

Retinned, discount 75 per cent. off revised list

## STAPLES.

Galvanized ..... 3 00

Plain ..... 2 80

Coopers, discount 45 per cent.

Poultry netting staples, discount 40 per cent.

## STOCKS AND DIES.

American discount 25 per cent.

## STONE.

Washita ..... per lb. 0 28 0 60

Hindustan ..... " 0 06 0 07

" slip ..... " 0 09 0 09

Labrador ..... " 0 13

" Axe ..... " 0 15

Turkey ..... " 0 30

Arkansas ..... " 1 50

Water-of-Ayr ..... " 0 10

Scythe ..... per gross 3 50

Grind, 40 to 200 lb., per ton ..... 5 00

" under 40 lb., " ..... 28 00

" 200 lb. and over ..... 31 00

## STOVEPIPES.

5 and 6 inch, per 100 lengths ..... 7 00

7 inch ..... 7 50

## TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15

" " tinned ..... 80 and 20

" (in kegs) ..... 40

Cut tacks, blued, in dozens only ..... 80

" 1/2 weights ..... 60

Swedes cut tacks, blued and tinned ..... 80 and 10

In bulk ..... 75

Swedes, upholsterers', bulk ..... 85, 12 1/2 and 12 1/2

" brush, blued and tinned ..... 70

Swedes, gimps, blued, tinned and

japanned ..... 75 and 12 1/2

Zinc tacks ..... 35

Leather carpet tacks ..... 55

Copper tacks ..... 50

Trunk nails, blued ..... 32 1/2

Clout nails, tinned ..... 65 and 5

Chair nails ..... 65 and 5

Patent brads ..... 35

Fine finishing ..... 40

Lining tacks, in papers ..... 10

" " in bulk ..... 15

" " solid heads, in bulk ..... 75

Saddle nails, in papers ..... 10

" " in bulk ..... 15

Tufting buttons, 22 line, in doz-ens only ..... 60

Zinc glaziers' points ..... 5

Double pointed tacks, papers ..... 90 and 10

" " bulk ..... 40

Clinch and duck rivets ..... 45

## TAPE LINES.

English, ass skin ..... per doz. 2 75 5 00

English, Patent Leather ..... 5 50 9 75

Chesterman's ..... each 0 90 2 85

" steel ..... each 0 80 8 06

## TINNERS' SNIPS.

Per doz. .... 3 00 15 00

Clauss, discount 35 per cent.

Tin case and dairy, 75 to 75 and 10 per cent.

## TRAPS (steel).

Game, Newhouse, discount 25 per cent.

Game, H. & N. P. S. & W., 65 per cent.

Game, steel, 72 1/2, 75 per cent.

## TROWELS.

Disston's, discount 10 per cent.

German ..... per doz. 4 75 6 00

S. & D., discount 35 per cent.

## TWINES.

Bag, Russian ..... per lb. 0 27

Wrapping, cotton, 3-ply ..... 0 24

" 4-ply ..... 0 27

Mattress ..... per lb. 0 33 0 45

Staging ..... 0 27 0 35

## VISES.

Wright's ..... 0 13 1/2

Brook's ..... 0 12 1/2

Pipe Vise, Hinge, No. 1 ..... 3 50

" " No. 2 ..... 5 50

Saw Vise ..... 4 50 9 00

## COLUMBIA HARDWARE CO.

Blacksmiths' (discount) 60 per cent.

parallel (discount) 46 per cent.

## ENAMELLED WARE.

White, Princess, Turquoise, Blue and White







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Jenkins & Hardy, Toronto.

**Aluminum Castings.**

Canadian Aluminum Works Montreal.

**Anvils**

Taylor-Forbes Co., Guelph, Ont.

**Art Glass.**

St. George, H. E., London, Ont.

**Ash Sifter.**

Cutts, C. M., & Co., Toronto Junction.

**Axes, Hatchets, Scythes, etc.**

American Axe & Tool Co. Montreal.  
Dundas Axe Works, Dundas, Ont.

**Babbitt Metal.**

Canada Metal Co., Toronto.  
Fairbanks Co., Montreal and Toronto.

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Tupper, Phippen & Tupper, Winnipeg.

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Dominion Belting Co., Hamilton.  
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Sadler & Haworth Montreal & Toronto.

**Bicycles and Accessories.**

Canada Cycle and Motor Co., Toronto Junction.  
Millen, John, & Son, Montreal and Toronto.

**Box Straps.**

Warrington, J. N., Montreal.

**Brass Goods.**

Jones & Barclay, Birmingham.  
Lewis, Rice, & Son, Toronto.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Nicklin, J., & Co., Birmingham, Eng.  
Penberthy Injector Co., Windsor, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Brushes and Brooms.**

Ramsay, A., & Son Co., Montreal.  
United Factories, Toronto.

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**Carpenters' and Builders' Tools and Supplies.**

Covert Mfg. Co., West Troy, N.Y.  
Fairbanks Co., Montreal and Toronto.  
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Hyde, E., & Co., Montreal.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Lockerby & McComb, Montreal.  
Lufkin Rule Co., Saginaw, Mich.  
Metallic Roofing Co., Toronto.  
Newman & Sons, Birmingham.  
North Bros. Mfg. Co., Philadelphia, Pa.  
Padlar People, Oshawa, Ont.  
Phillips, Chas. D., Newport, Eng.  
Smith & Hemenway Co., New York.  
Silica Barytic Stone Co., Ingersoll, Ont.  
Stanley Rule & Level Co., New Britain, Conn.  
Taylor-Forbes Co., Guelph, Ont.  
Waggoner Ladder Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.

**Carriage and Waggon Accessories.**

Covert Mfg. Co., West Troy, N.Y.

**Cattle and Trace Chains.**

Greening, B. Wire Co., Hamilton.  
Oneida Community Co., Niagara Falls.

**Chains—Heavy.**

Frothingham & Workman, Montreal.

**Churns.**

Maxwell, David, & Sons, St. Marys.

**Clippers—All Kinds.**

American Shearer Mfg. Co., Nashua, N.H.  
Burman & Sons, Birmingham, Eng.  
Dorken Bros. & Co., Montreal.

**Clothes Reels.**

Waggoner Ladder Co., London, Ont.

**Concrete Block Machines.**

Concrete Block Machine Co., Toronto.

**Cordage.**

Canadian Cordage and Mfg. Co., Peterborough, Ont.  
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Erie Specialty Co., Erie, Pa.

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Turnbull & Henderson, Vancouver, B.C.

**Cutlery—Razors, Scissors, etc.**

Birkett, Thos., & Son Co., Ottawa.  
Butler, Geo., & Co., Sheffield, Eng.  
Clausen Shear Co., Toronto.  
Dorken Bros. & Co., Montreal.  
Heinrich's, R. Sons Co., Newark, N.J.  
Lamplough, F. W., & Co., Montreal.  
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Smith & Hemenway Co., New York.  
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Diaston, Henry & Sons, Philadelphia, Pa.  
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Walter, E. F., & Co., Montreal.

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Falk, Stadelmann & Co., London, E.C.

**Glaziers' Diamonds.**

Sharratt & Newth, London, Eng.  
Shaw, A., & Son, London, Eng.

**Glue.**

Grove Chemical Co., Lancashire, Eng.

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Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

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Welsh Tinplate and Metal Stamping Co., Llanelli, Wales.

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**Horseshoes and Nails.**

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Peck Rolling Mills Co., Montreal.

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Gies, Philip, Berlin, Ont.  
Gurney Foundry Co., Toronto.

**Ice Cream Freezers.**

Dana Mfg. Co., Cincinnati, Ohio.  
North Bros. Mfg. Co., Philadelphia, Pa.  
White Mountain Freezer Co., Nashua, N.H.

**Ice Cutting Tools.**

Erie Specialty Co., Erie, Pa.  
North Bros. Mfg. Co., Philadelphia, Pa.

**Injectors—Automatic.**

Penberthy Injector Co., Windsor, Ont.

**Interior Metal Coverings.**

Galt Art Metal Works Co., Galt, Ont.

**Iron Pipe.**

Page-Hersey Iron and Tube Co., Guelph.

**Iron Pumps.**

McDougall, R., Co., Galt, Ont.

**Ladders—Extension.**

Waggoner Ladder Co., London, Ont.

**Lanterns.**

Kemp Mfg. Co., Toronto.  
Ontario Lantern Co., Hamilton, Ont.  
Wright, E. T., & Co., Hamilton.

**Lawn Mowers.**

Maxwell, David, & Sons, St. Marys, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Ledgers and Office Stationery.**

Weese, G. A. & Son, Toronto.

**Lumbermen's Supplies.**

Birkett, Thos., & Son Co., Ottawa.

**Lye.**

Gillett, E. W., Co., Limited, Toronto.

**Machinery Supplies.**

Armstrong Bros. Tool Co., Chicago, Ill.  
Canada Foundry Co., Toronto.  
Fairbanks Co., Montreal and Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Kerr Engine Co., Walkerville, Ont.  
Morrow Machine Screw Co., Ingersoll, Ont.  
Ontario Wind Engine and Pump Co., Toronto.  
Penberthy Injector Co., Windsor.

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**Metals.**

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Canada Iron Furnace Co., Midland, Ont.

Canada Metal Co., Toronto.  
Deseronto Iron Co., Deseronto, Ont.  
Gibb, Alexander, Montreal.  
Gilbertson, W., Pontardawe, Wales.  
Hankin, F., Montreal.  
Ironside, Son & Co., London, Eng.  
Jackson, C. F., & Co., Vancouver, B.C.  
Johnston, Rd., Clapham & Morris, Manchester, Eng.  
Kemp Mfg. Co., Toronto.  
Leslie, A. C., & Co., Montreal.  
London Rolling Mills Co., London, Ont.  
Lysaght, John, Bristol, Eng.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Peck Rolling Mills Co., Montreal.  
Samuel, Benjamin & Co., Toronto.  
Thompson, B. & S. H. & Co., Montreal.

**Metal Lath.**

Metallic Roofing Co., Toronto.

**Metal Polish, Emery Cloth, etc.**

Anglo-Canadian Supply Co., Toronto.  
Solarine Company, Chicago.  
Oakley, John, & Sons, London, Eng.

**Metallic Window Screens.**

Cutts, C. M., & Co., Toronto Junction.

**Milk Cans and Trimmings.**

Davidson, Thos., Mfg. Co., Montreal.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London, Ont.  
Wright, E. T., & Co., Hamilton, Ont.

**Mops.**

Tarbox Bros., Toronto.

**Nails and Spikes.**

Peck Rolling Mills Co., Montreal.

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Office Specialty Mfg. Co., Toronto.

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Alabastine Co., Paris, Ont.  
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Canada Paint Co., Montreal.  
Consolidated Paint Glass Co., Toronto.  
Doda, P. D., & Co., Montreal.  
Dominion Linseed Oil Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. C., & Co., Montreal.  
Lucas, John, & Co., Philadelphia, Pa.  
Luxfer Prism Co., Toronto.  
McArthur, Cornelle & Co., Montreal.  
McCaskey, Dougall & Co., Montreal.  
Merrick, Anderson & Co., Winnipeg.  
Nobles & Hoare, London, Eng.  
Queen City Oil Co., Toronto.  
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Rattray, D., & Sons, Montreal.  
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Standard Paint and Varnish Works, Windsor, Ont.  
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**Painters Tools and Supplies.**

United Factories, Toronto.  
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**Plumbers' Tools and Supplies.**

Bullard Automatic Wrench Co., Providence, R.I.  
Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gies, Philip, Berlin, Ont.  
Jardine, A. B., & Co., Hespeler, Ont.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Page-Hersey Iron & Tube Co., Guelph.  
Standard Ideal Sanitary Co., Port Hope.

**Portland Cement.**

Hanover Portland Cement Co., Hanover, Ont.  
Hyde, F., & Co., Montreal.  
Thompson, B. & S. H. & Co., Montreal.

**Poultry Netting.**

Page Wire Fence Co., Walkerville, Ont.  
Greening, B. Wire Co., Hamilton, Ont.

**Refrigerators.**

Davidson, Thos., Mfg. Co., Montreal.  
Ham & Nott Co., Brantford, Ont.  
Sanderson-Harold Co., Paris, Ont.

**Roofing Supplies.**

Bird, J. A. & W., & Co., Boston.  
Jenkin, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.

**Saws.**

Diaston, Henry & Sons, Philadelphia, Pa.  
Shurly & Dietrich, Galt, Ont.

**Sap Buckets and Spouts.**

Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Scales.**

Fairbanks Co., Montreal and Toronto.  
Gurney Scale Co., Hamilton, Ont.  
New-Warren Scale Co., Montreal.

**Screen Doors and Windows.**

Sanderson-Harold Co., Paris, Ont.  
United Factories, Toronto.

**Screws, Nuts, Bolts.**

Acme Lathe Products Co., Manchester, Eng.  
Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
Canada Foundry Co., Toronto.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.

**Sewer Pipes.**

Canadian Sewer Pipe Co., Hamilton.  
Hyde, F., & Co., Montreal.

**Shelf Boxes.**

Bennett Mfg. Co., Pickering, Ont.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Ship Chandlery.**

Lewis, Rice, & Son, Toronto.

**Silver-Plated Ware.**

Ontario Silver Co., Niagara Falls.

**Sporting Goods.**

Fisher, A. D., Toronto.  
Lewis, Rice, & Son, Toronto.

**Stable Fixtures.**

Greening, B. Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls, Ont.  
Metal Shingle & Siding Co., Preston, Ont.

**Stamps, Stencils, etc.**

Superior Mfg. Co., Toronto.

**Steel Rails.**

Algoma Steel Co.—Drummond, McCall & Co., Agents, Montreal.  
Jackson, O. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

**Stock Food.**

Colonial Stock Food Co., Toronto.  
International Stock Food Co., Toronto.

**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Store Lighting.**

Auer Light Co., Montreal.  
Grose, Walter, Montreal.

**Stoves and Tinware, Radiators, Furnaces, etc.**

Batty Stove & Hardware Co., Toronto.  
Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Gies, P., Berlin, Ont.  
Guelph Foundry Co., Guelph.  
Gurney Foundry Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
St. Arnaud Freres, Montreal.  
Stewart James Mfg. Co., Woodstock.  
Telephone City Stoves, Brantford.  
Wright, E. T., & Co., Hamilton.

**Stove Polish.**

St. Arnaud Freres, Montreal.

**Tacks.**

Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.

**Traps.**

Mast, J. M., Mfg. Co., Lititz, Pa.

**Vises.**

Lamplough, F. W., & Co., Montreal.

**Wall Coating.**

Alabastine Co., Paris, Ont.

**Wall Paper.**

Stanton's Limited, Toronto.

**Wall Paper Trimmer.**

Ridgeley Trimmer Co., Springfield.

**Warehouse Trucks.**

Fairbanks Co., Montreal.

**Washing Machines, etc.**

Boss Washing Machine Co., Cincinnati, O.  
Connor, J. H., & Son, Ottawa.  
Dowdell Mfg. Co., Hamilton, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Wholesale Hardware.**

Birkett, Thos., & Son Co., Ottawa.  
Frothingham & Workman, Montreal.  
Howland, H. S. Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Merrick, Anderson & Co., Winnipeg.

**Window and Sidewalk Prisms.**

Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.

**Window Cards and Signs.**

Martell-Stewart Co., Montreal.

**Wire Springs.**

Henderson, J. A., Montreal.  
Wallace, Barnes Co., Bristol, Conn.

**Wire, Wire Rope, Cow Ties, Fencing Tools, etc.**

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American Steel and Wire Co., New York, Montreal, Chicago.  
Dennie Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal and Toronto.  
Greening, B. Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor-Banwell Fence Co., Walkerville, Ont.  
Oneida Community, Niagara Falls.  
Owen Sound Wire Fence Co., Owen Sound.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F. & Co., Montreal.  
Western Wire & Nail Co., London, Ont.

**Woodenware.**

Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.

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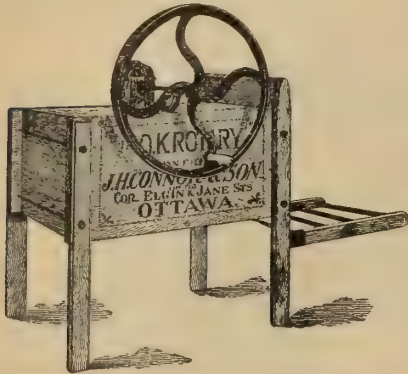
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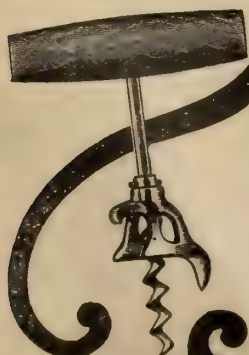
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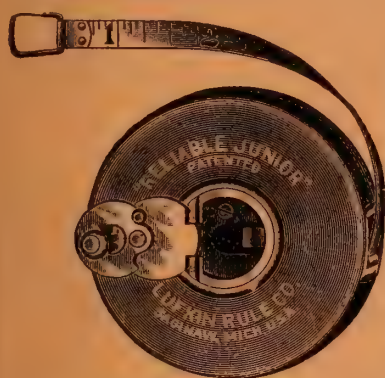


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A Weekly Newspaper devoted to the Hardware, Metal, Machinery,  
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VOL. XVII.

MONTREAL AND TORONTO, MARCH 11, 1905

NO. 10

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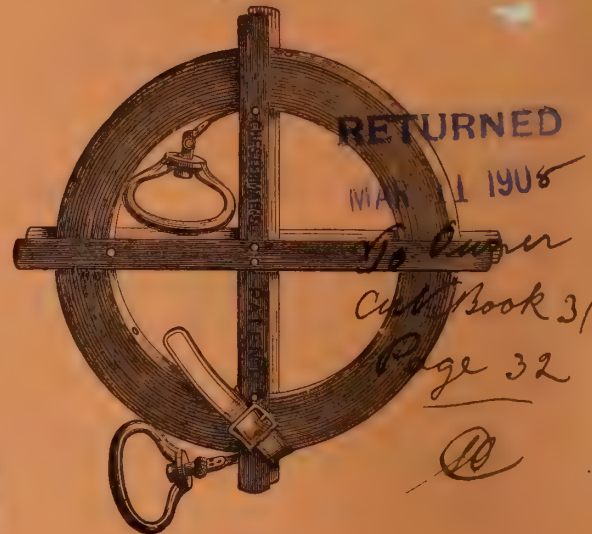
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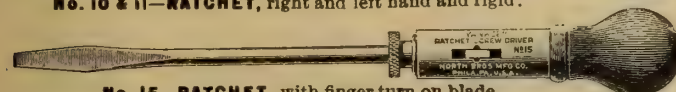
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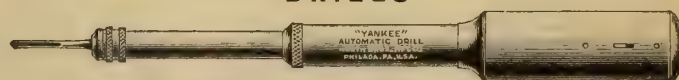


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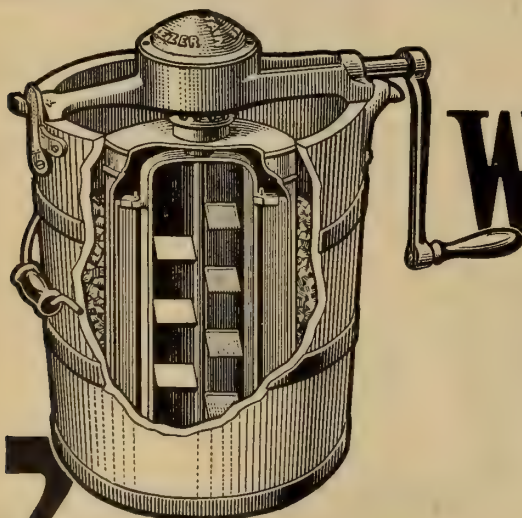
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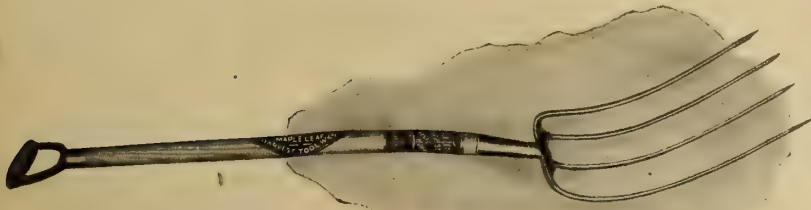
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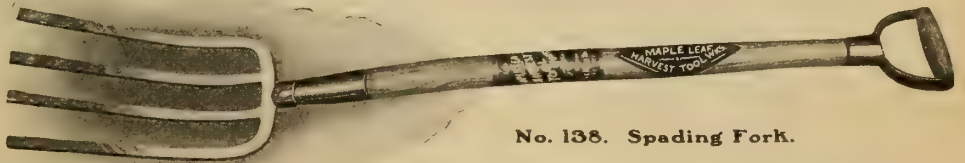


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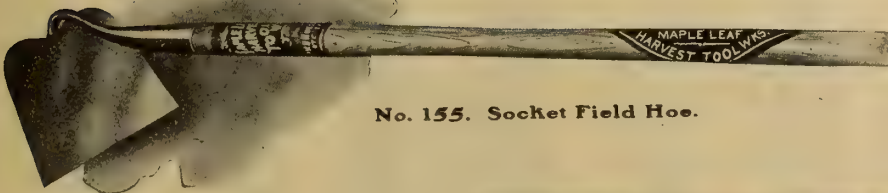
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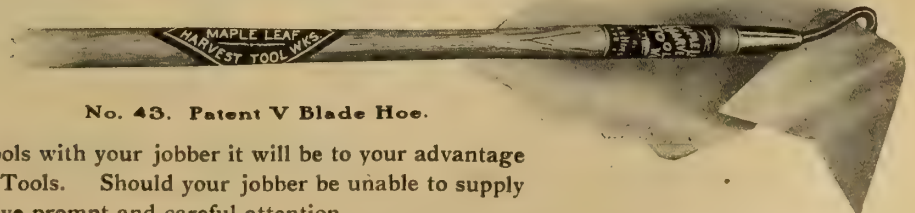
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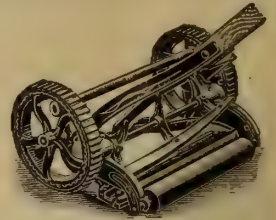
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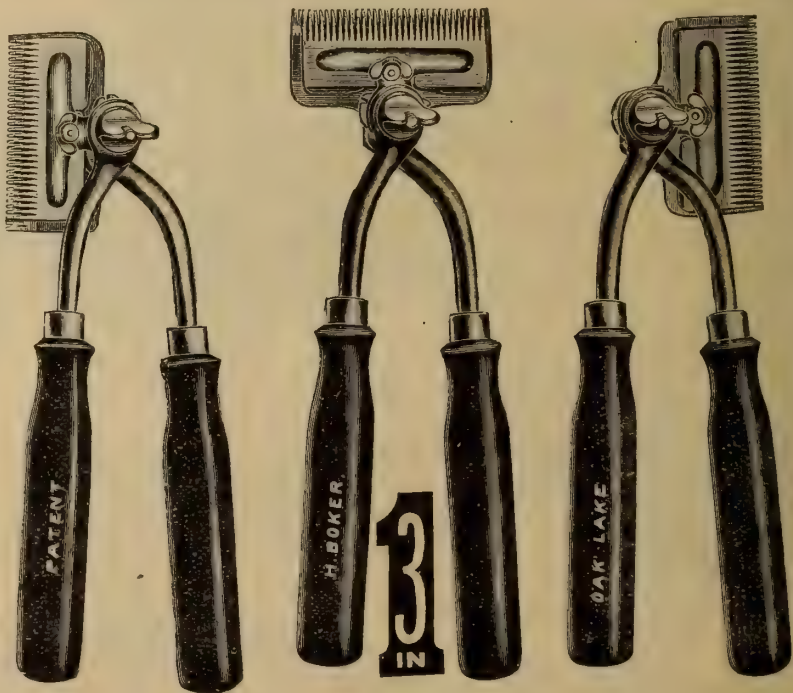
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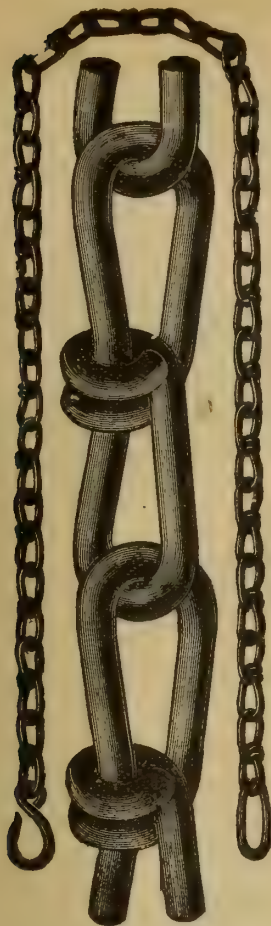


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**Henry Boker's Oaklake****Patented Reversible Horse Clipper**

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Every chain guaranteed.  
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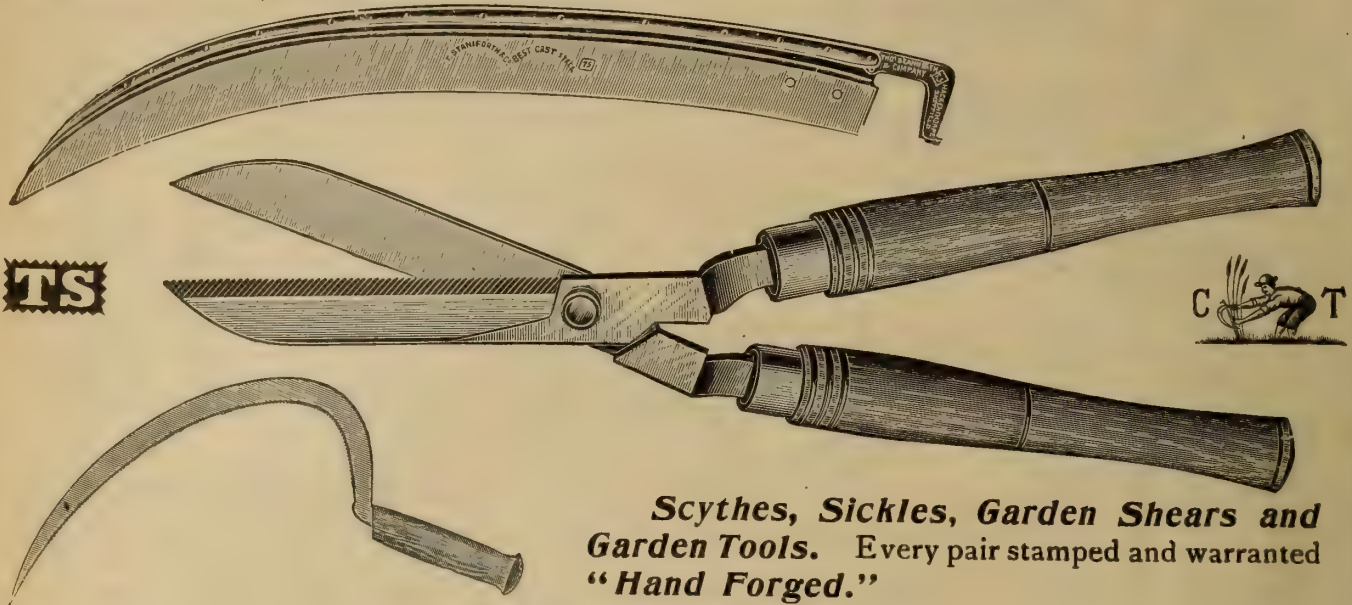
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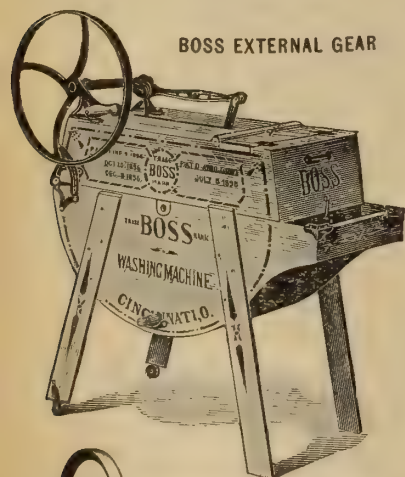
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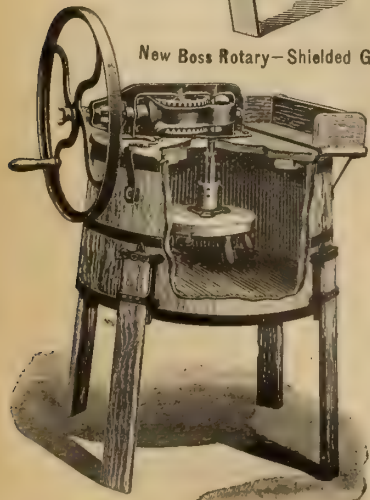
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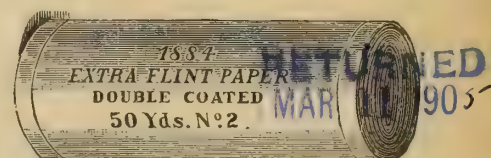
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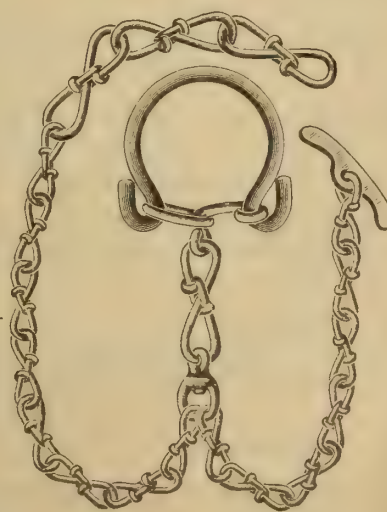
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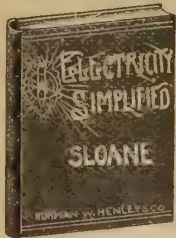
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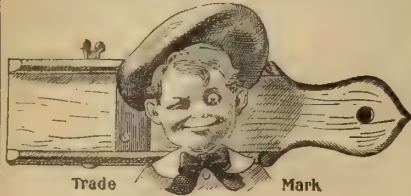
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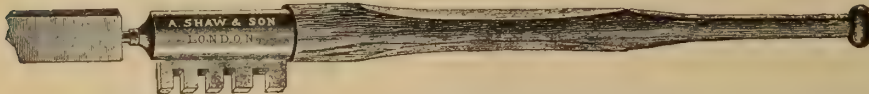
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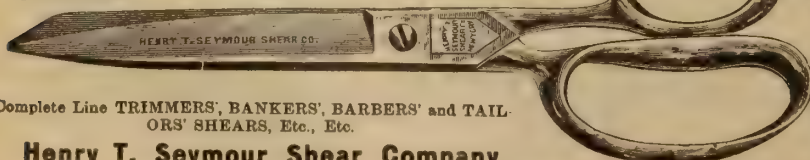
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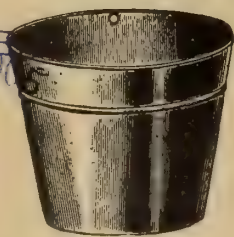
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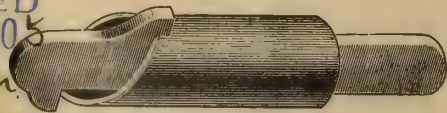
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## KEMP MANUFACTURING CO., TORONTO, CANADA.



## Retail Merchants' Association of Western Canada

**A**N explanation is due the Western readers of this paper for the late appearance of an extended report of the meeting of the Retail Merchants' Association. In some unaccountable way the report sent from the Winnipeg office to Toronto was lost in the mails.

Western readers of Hardware and Metal are aware that an informal organization meeting of general merchants was held in Boissevain last year in response to a circular invitation sent out by A. T. Embree of that town. At that meeting it was deemed advisable to organize a "general merchants' association of Manitoba and the Territories," and it was decided to call a general meeting for that purpose, to meet in Winnipeg during the Bonspiel. Accordingly, during the second week of the Winnipeg Bonspiel several meetings were held in the Trades and Labor Hall, Winnipeg. These meetings were well attended, and, if anything was lacking in numbers, it was made up in enthusiasm. The merchants present took part in interesting discussions, and the policy decided upon, as embodied in several resolutions, is one with which the Association should be able to "appeal to the country" with confidence.

### Merchants' Present.

The following names appeared on the register:

J. G. Steacy, Crystal City.  
R. Rollins, Killarney.  
T. J. Lawlor, Killarney.  
W. L. Hodnett, Miniota.  
R. A. McLeod, Beaver.  
A. G. Munro, Morden.  
J. D. Bain, Boissevain.  
J. H. Fawcett, Cypress River.  
Addison Embrey, Killarney.  
E. H. Glinz, Oak River.  
R. W. Fines, Darlingford.  
H. C. Hamelin, Lauder.  
G. C. Sayles, Elva.  
R. B. Afleck, Cartwright.  
T. E. Elliott, Mather.  
F. G. Messner, Holmfild.  
Riddle & Co., Frobisher, Assa.  
R. F. More, Cartwright.  
T. Rutherford, Lariviere.  
D. N. Embree, Boissevain.  
A. T. Embree, Boissevain.  
J. H. Fargey, Lariviere.  
J. H. Snelgrove, Dunrea.  
W. F. Hardwell, Swan Lake.  
S. E. Hartry, Lyleton.  
F. Wilkie, Margaret.  
Sharpe & Button, Manitou.  
Jas. Todd, Crandall.  
G. D. Munro Co., per J. Afleck, Res-  
ton.  
R. E. Sadler, Elgin.  
The Mackay Co., Whitewater.  
D. McLellan, Sidney.

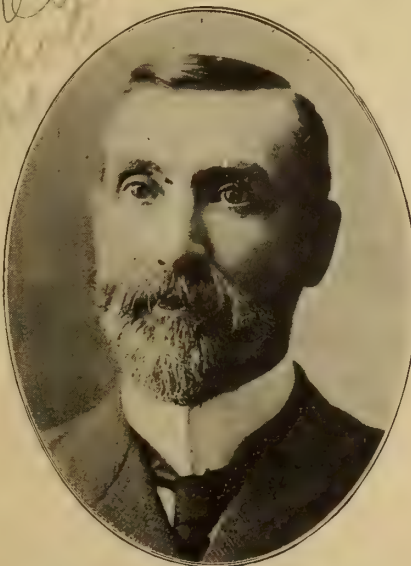
Jno. Spence, Hartney.  
Jno. Jones, Grenfell, Assa.  
J. K. McLennan, Treherne.  
A. J. McHughes, Medora.  
D. A. McIlquhan, Alexander.  
P. D. Alair, Elm Creek.

As will be seen from an examination of this list, the gathering was very representative, and the promises of sympathy and support from merchants unable to attend, read by the secretary, were so numerous that the success of the Association would seem to be assured.

### Officers Elected.

Officers of the Association were elected as follows:

President—T. J. Lawlor, Killarney.



Mr. T. J. Lawlor, Killarney, Man.,  
President Retail Merchants' Association of Western  
Canada

First Vice-President—H. C. Hamelin, Lauder.

Second Vice-President—J. D. Bain, Boissevain.

Secretary—A. T. Embree, Boissevain.

### Executive Committee.

Executive Committee—A. G. Munro, Morden; R. G. Alloway, Gladstone; W. C. McLaren, Souris; J. Brown, Portage la Prairie; R. F. More, Cartwright; E. Clingham, Virden; H. McLaren, Weyburn; G. C. Sayle, Elva, and E. H. Glinz, Oak River.

### Scope Enlarged.

At the meeting last Summer it was decided to organize a "general merchants' association of Manitoba and the

Territories," but at the recent meeting in Winnipeg it was deemed advisable to enlarge the scope of the Association, both as to territory included and as to eligible membership. It was decided to call it the "Retail Merchants' Association of Western Canada." The territory includes all Canada west of the Lakes, and any bona fide retail merchant is eligible for membership.

### Permanent Secretary.

In order to protect the interests of the Association properly and to push the work of organization, it was deemed necessary by the Winnipeg meeting that a permanent, paid secretary be employed. Up to the present, this work has fallen upon Secretary A. T. Embree, of Boissevain, who is, indeed, the "father of the Association," but it was recognized that the work was too great for any man to attend to without neglecting his own business. The Association requires the whole of one man's time. Secretary Embree accepted office until such time as a permanent secretary shall be secured by the Executive.

### Constitution Adopted.

A constitution and by-laws were adopted after long discussion. The principal provisions are as follows:

ARTICLE I.—Name, Title and Object.

Sec. I. The name of this Association shall be the Retail Merchants' Association of Western Canada.

Sec. II. The object of this Association shall be to look after the interests of the Retail Merchants' Association of Western Canada.

### ARTICLE II.—Membership.

Any firm, person or corporation in Western Canada engaged in retail mercantile business, may become a member of this Association.

### ARTICLE III.—Officers.

Sec. I. The officers of the Retail Merchants' Association of Western Canada shall be a President, First and Second Vice-Presidents, Secretary and Treasurer and an Executive Committee, who shall be nominated at each annual meeting.

Sec. II. The President and Vice-President and Secretary-Treasurer, shall be elected annually by ballot and shall hold office until their successors are elected and qualify.

### ARTICLE III.

The remaining sections refer to duties of officers and provide for the Executive



paying the Secretary a salary if it see fit.

Sec. I. The annual meeting of the Association shall be at such place as may be designated by the Association at its previous annual meeting.

Sec. IA. Special meetings may be called by the President by giving two weeks' notice.

Sec. II. The Executive Committee is subject to the call of the President.

Sec. III. It shall be the duty of the President, or in case of his inability to serve, of the Vice-Presidents to exercise supervisory control over the affairs of the Association, and preside at all meetings of the Executive Committee and to carry out and enforce all measures adopted by the Association to improve the condition of the mercantile business.

#### BY-LAWS.

Art. I. The membership fee shall be \$5.00, to be paid in advance, the financial year ending Feb. 1.

Art. II. Ten members shall constitute a quorum to transact business at any meeting.

Art. III. That every firm or branch paying the membership fee of \$5.00, can have a vote by representation or by proxy.

#### The Credit Evil.

Perhaps the most interesting and useful feature of the convention was the discussion of a number of trade topics. Foremost among these was the credit evil, the subject being introduced for discussion by the following motion of Messrs. Rollins and Steacy:

"That in the opinion of this Association the credit system as it now exists is detrimental to the interests of the retail trade, and that this Association recommends as a remedy, the closing of all accounts about the first of November and the collection of same at that date, and the refusal of credit from the first of November until the first of May."

Messrs. Rollins and Steacy spoke briefly to this resolution, explaining that while the cash system was the ideal, they did not consider it practicable at the present time. Mr. Steacy urged that it was necessary to effect some improvement in this matter of credits in order to meet new competition, the main strength of which lay in its cash system.

#### H. C. Hamelin.

Mr. Hamelin followed with a thoughtful address.

"If you will pardon the expression, gentlemen, the credit system is 'rotten,'" he said. "I have been in business in this country for 13 or 14 years, and I know that the credit system is much worse now than it was when I started business. In the early days, we

always collected at least 75 or 80 per cent. of the amount on our books at the end of the year: we find it hard now to collect more than 60 per cent. We give five dollars' credit now where formerly we gave one, and yet there does not seem to be any good reason why there should be so much money out. Crops and prices have been good, and I think the explanation is, that the farmers have been putting their money into machinery and land to the neglect of their store bills. This is our own fault: we allow ourselves to be imposed upon.

"Now, what is the remedy? I think you will agree with me that a cash system would be too severe, and that we could not carry it out. In the present stage of the country's development, it is not practicable. But it would be a long step in advance if we were to follow out the suggestion of this Resolution. I think it is practicable, and that if crops and prices are as good this year as last, we can collect 90 per cent. of our accounts next Fall, provided we all stand together. We can do it if our neighbors join us. I doubt if we can do it alone."

#### President Lawlor.

President Lawlor followed, after a short general discussion by several members. He thought he had had as much to do with the credit system as any man in Manitoba. His experience had led him to certain conclusions.

"In the first place, I agree with Mr. Hamelin that the credit system is 'rotten,' but I am convinced that, like the poor, it is always with us. We can't abolish it entirely. However, there are many ways in which we can better our condition and make this credit burden easier to carry."

Mr. Lawlor then drew attention to the large number of branch banks established recently throughout Western Canada, and he thought they suggested a remedy. He would suggest that merchants should render their accounts monthly, and every quarter insist upon either money payment or a note. In the Fall these notes should be put in the bank for collection.

"If this discussion does nothing else," continued the President, "it should result in merchants paying more attention to their accounts. Some of us total up our accounts only once a year, and we don't know how much credit we can stand."

"Don't foster impossibilities upon your association," was Mr. Lawlor's last warning.

Several members objected that Mr. Lawlor's method would offend customers, and that, moreover, it was of no use in small places with no bank.

A. G. Munro, of Morden, urged strongly that it would be impossible to

devise any system for the whole of the West.

H. C. Hamelin, in a short speech, urged that nothing would result unless the association decided upon one system. It was necessary that united action should be taken. Notes would be no good in a village without a bank.

"This thing is getting serious," concluded Mr. Hamelin. "A crop failure would put some of us in a bad way, just because we have so much on our books."

#### Resolution Carried.

The resolution was finally carried unanimously, on the understanding that for the present it bound no one. It simply embodied a recommendation which is one plank of a platform upon which the association go to the country for support. In order to succeed, it is necessary that a large number of merchants join in the movement.

#### "Supply Accounts."

At an evening meeting, held in the sample room of Foley, Lock & Larson, the subject of supply accounts was discussed. It was alleged that wholesale houses sometimes start "men of straw" in business in towns where there is no room for a new store, the object being to sell their own goods through this store. The practice was condemned in a strongly worded resolution.

The meeting also discussed the encouragement by wholesale houses of new firms starting up in towns where there are already too many stores. The association are prepared to take strong measures to prevent such encouragement. The wholesale houses were also requested not to sell to firms which carry certain goods only as side lines, and slaughter them for advertising purposes, to the detriment of the legitimate retail trade.

#### Early Closing.

A resolution was passed in favor of the early closing movement: "That the association do hereby endorse the principle of early closing, and advises that all places of business be closed not later than 7 p.m. on all days except Saturdays and days preceding holidays, when the hour shall be nine o'clock."

The convention then adjourned, to meet at the call of the executive, probably about Midsummer.

# WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT.



## Trade Conditions in Birmingham

By H. B.

Birmingham, February 23.

WAR international, and internecine in foreign countries, international disputes and rumors of impending Parliamentary dissolution all tend to hinder the development of the trade of a country that relies so greatly upon customers abroad, and the prevalence of a settled policy at home. Yet the volume of British trade is increasing, but, as the principal of a large Birmingham manufacturing firm pointed out this week, the number of home manufacturers of late years has increased out of all proportion to the amount of business to be secured at a fair profit. We continue to suffer in short from competition which becomes keener and keener when markets abroad are restricted by internal troubles, and war is raging in districts which should be opening up more and more to our commerce.

And the iron trade, the touchstone and barometer of commerce in the Midlands, records the position to a nicety. With the new year there came a spurt, and the advance in prices became general, but commercial storm cycles in foreign and home atmospheres occasioned a setback, and to-day the markets are reported "stationery," at relapsed quotations. The unmarked bar manufacturers still quote £6 at the works as a minimum basis, but the smaller houses have given way a little owing to want of support. The conclusion of the German miners' strike has brought about a renewal of foreign competition at prices which are from 10s. to £1 per ton below local rates. The demand for home steel is satisfactory, however, and there is a growing demand for wheels and axles for electrical motors, and for railway rolling stock purposes.

The development of electric appliances has given a wonderful impulse to many industries. On every side firms that never touched gas fittings beyond perhaps supplying some odd parts made in connection with their ordinary general business, have gone in for electric fittings, turning them out from the raw material to the finished marketable article. This, of course, means keener competition in the brass trades. And as the same pro-

## They Work Together

Sherwin-Williams *quality* and Sherwin-Williams *advertising* work together to win the best paint and varnish trade in any locality.

*Quality* is the foundation of The Sherwin-Williams business—the largest of its kind in the world.

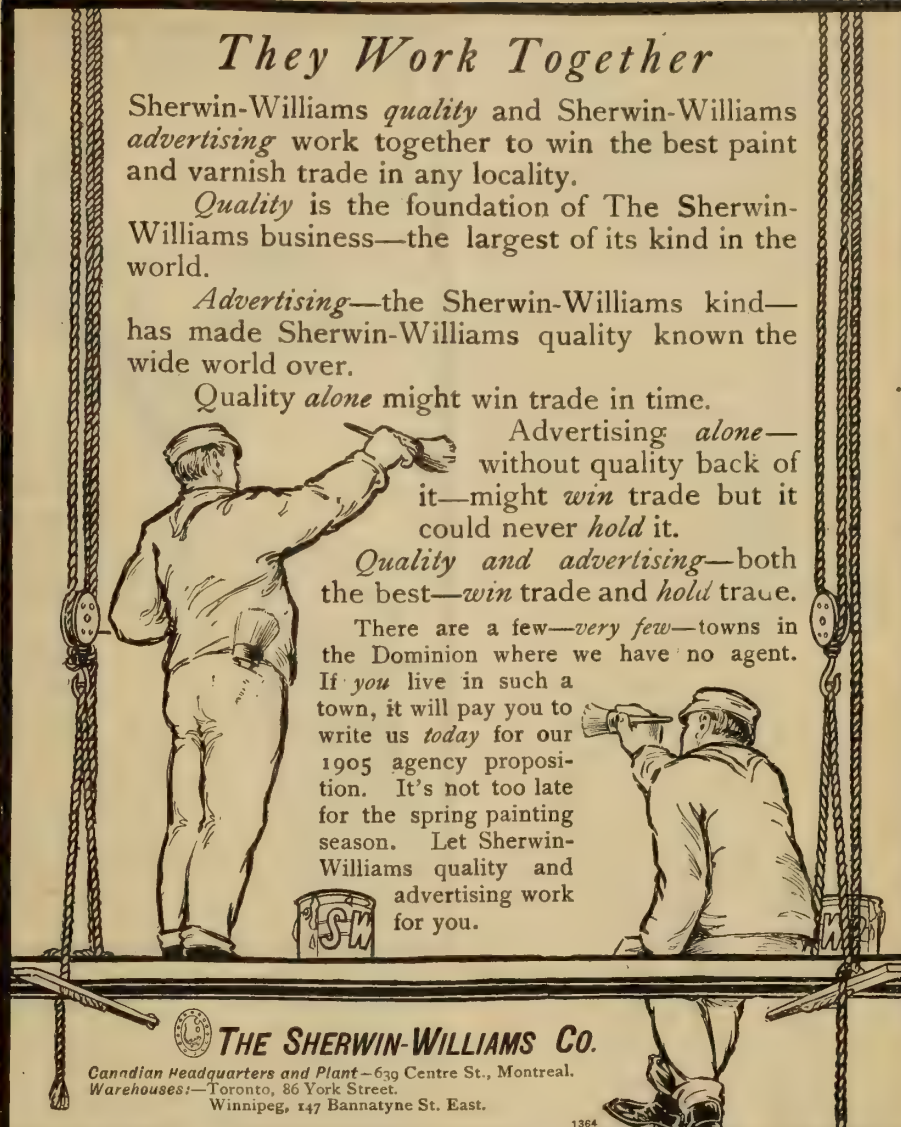
*Advertising*—the Sherwin-Williams kind—has made Sherwin-Williams quality known the wide world over.


*Quality alone* might win trade in time.

*Advertising alone*—without quality back of it—might win trade but it could never hold it.

*Quality and advertising*—both the best—win trade and hold trade.

There are a few—very few—towns in the Dominion where we have no agent. If you live in such a town, it will pay you to write us *today* for our 1905 agency proposition. It's not too late for the spring painting season. Let Sherwin-Williams quality and advertising work for you.





### THE SHERWIN-WILLIAMS CO.

Canadian Headquarters and Plant—639 Centre St., Montreal.  
Warehouses:—Toronto, 86 York Street.  
Winnipeg, 147 Bannatyne St. East.

cess of departing from old grooves and cutting into other trades goes on, the dictum already referred to, that though the volume of trade is increasing, there are so many more masters in the various departments, finds further fulfilment.

The persistency of the Government in carrying out its expressed intention to close the Royal Small Arms Factory, in Birmingham, an institution which should not be confused with the "B.S.A." Co., is creating widespread dissatisfaction. It means throwing out of employment several hundred of men who have been earning good wages, and will add very greatly to the distress which still prevails throughout the district. Meetings and deputations upon the subject are the order of the day, and by the time these lines are read a town's meeting is likely to have been held to discuss the matter, and to bring pressure upon a Government

that at the present juncture cannot afford to estrange any of its supporters at the poll. The entire question of the manufacture of our small arms seems more or less in a state of flux. Experts unsparingly condemn the new shortened Government rifle, except as an improvement upon the old mounted men's carbine. Whether the present dissatisfaction and agitation will have the effect of bringing about War Office reform in the direction of the manufacture and pattern of this most important arm remains to be seen. In the meantime, the small arms industry, one of our most important trades, remains in a very disturbed and unsatisfactory condition.

About 700 cars of iron to be used in the new bridge over the St. Lawrence at Quebec are ready at the works of the Phoenix Iron Works, at Phoenixville, Pa.



## CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

## A "GRAND IDEA" CATALOGUE.

**T**HE Guelph Foundry Co. have issued a handsome catalogue of about 10 x 12 inches, the typographical work being very fine. It gives innumerable illustrations of the stoves, ranges, heaters, warm air furnaces, and hot water boilers manufactured by this company, the cuts showing the various sections of the different lines, and bringing forward the many points of advantage. A repair chart giving the number of each article and showing the manner of assembling is also a valuable feature. Six styles of "Grand Idea" ranges and ten lines of "New Idea" ranges and cook stoves are shown, while other cuts show various types of "Regal Universal" coal stoves—"New Idea," Hot Blast Heater, Quebec Idea Heater, New Idea Box Stove, the Kelly Warm Air and Wood Furnaces, and "Our Own" Hot-Water Boilers, full descriptive matter being given with each cut. This catalogue, No. 5, should be in the hands of the trade generally, and will be sent on request if **Hardware and Metal** is mentioned.

## A Mailing Machine.

"The machine that does the work of twenty clerks" is the title of a booklet being sent out by the Rapid Addressing Machine Co., Dun Building, New York, describing their mailing machine and cabinets for stencils, an invaluable thing for the wholesaler who desires to reach the trade periodically with announcements to supplement their advertisements. Mention **Hardware and Metal** when writing.

## Jewel Gasolene Stoves.

Catalogue No. 61 issued by George M. Clark & Co., division of the American Stove Company, Chicago, Ill., has been sent us for review. It deals with Jewel Gasolene Stoves, which were awarded high honors at the Chicago, Paris, Buffalo and St. Louis Expositions. Where gas is not procurable the Jewel smokeless generator ranges and safety stoves have built up a reputation for themselves and are a standard line in hardware stores on the other side of the line. The catalogue also devotes con-

**Claimed and Proven  
Superiority of  
Iver  
Johnson  
Revolvers**




**New York Office:**  
No. 99 Chambers St.

**We claim**—They are safer than other revolvers.  
**Proof**—"Hammer the Hammer."

**We claim**—Reliability.  
**Proof**—The satisfaction given to more than a million users.

**We claim**—They are the best advertised.  
**Proof**—Watch the magazines.

**We claim**—They are the best revolvers made.  
**Proof**—They have the largest sale of any revolver in the world.

And thus we might go on and substantiate every claim ever made for **IVER JOHNSON** Revolvers; but suffice it to say—

The trade Prefer them  
and  
The public Demand them.

Send for finest fire arms catalogue ever published.

**IVER JOHNSON'S ARMS & CYCLE WORKS,  
FITCHBURG, MASS.**

siderable attention to ovens and other utensils. If **Hardware and Metal** is mentioned a copy of the catalogue will be sent on request.

## Pedlar's "Metal Lath."

The Pedlar People, Oshawa, are sending out samples of their metal lath on a sample post-card, the sample showing the actual size of the mesh of the No. 24 gauge, which is shipped in sheets each 20 1-4 inches wide by 96 inches long. An explanatory article is included, this giving any dealer who has a building connection sufficient information to look into the matter and decide upon the advisability of carrying the line in stock. Mention **Hardware and Metal** when sending for a sample.

## Rubber Matting.

Some very fine catalogues are being gotten out by the Canadian Rubber Co., of Montreal. Catalogue (a) mats and mattings, published last month, is one of the nicest things yet gotten out for this section of the rubber trade, and is a distinct credit to this Canadian company. The fire hose and fire department sup-

plies catalogue has just been issued, and this also is right at the top of anything yet gotten out for this section of the rubber trade. The cover in black, red and gold is very striking, and highly appropriate for fire hose and fire department supplies. Mention **Hardware and Metal** when writing.

## A Sample of Packing.

Fairbanks & Co., of Montreal, are sending to the trade this week, in a neat little box, a sample of their "Ideal Piston Packing." Any of the trade not yet receiving a sample would do well to send to the above address for one, mentioning **Hardware and Metal**.

## GUTTA PERCHA CO.'S NEW HOME.

The Gutta Percha Rubber Co. have removed to their new offices, 47 Yonge street, at the corner of Wellington street. This old-established and reliable firm had its offices on Front street burned in the great conflagration of last Spring, and ever since the demands of their enormous business have made them require offices more convenient than they temporarily were occupying. The new place is easy of access, and can readily be found by visitors to the city.



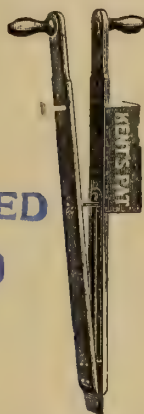
# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale  
only

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale



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Kent's Corn Planters

## Corn Planters and Seed Sowers

RETURNED  
MAR 11 190



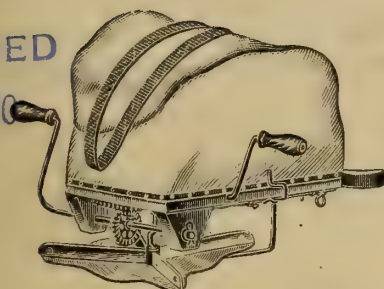
The "Essex"  
One Hand Corn Planter.



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MAR 11 190  
To Owner  
Cut Book 3  
Page 34  
CC

Kent's Corn Planters  
With Pumpkin Seed Attachment.

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MAR 11 190



The "Little Wender" Seed Sower

It is constructed on an single bottom. The novel feed agitating device ensures a uniform flow of seed and in any desired quantity.

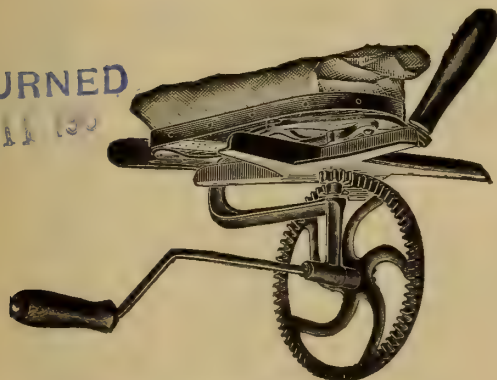
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Champion, Jr. Seed Sower

Any one seeking a low-priced seeder will find convenience and quality in the Champion, Jr. found in no other machine of the kind.

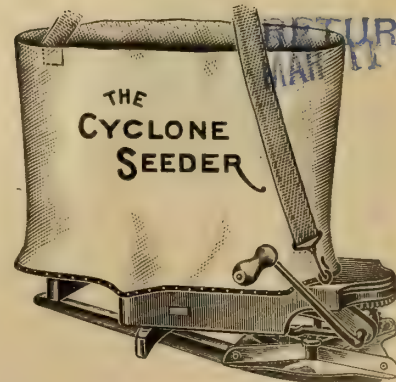
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The "Premier" Seed Sower

The "Premier" will sow any seed that is sown broadcast, such as oats, wheat, rye, rice, flax, millet, clover, timothy, grass seed, etc.

The "Cyclone" will sow timothy, clover, wheat, oats, rye, buckwheat, bone dust, turnip, millet, corn, cotton and all other grain and grass seed. It distributes evenly and works perfectly. The operator can regulate it to sow any desired quantity per acre, and can sow forty to sixty acres per day.



The "Cyclone" Seed Sower

## H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

We Ship Promptly.

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

Our prices are right.





*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Shop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure \_\_\_\_\_

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

Now in the hands of the printer, ready for distribution in two weeks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

*Head Office and Factory:*

*Port Hope, Ont.*

*Sales Office:*

*50 Colborne St., Toronto.*

J.M.T.



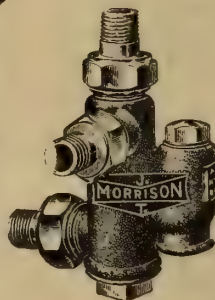
## J. M. T. Valves

More than two million of these valves are in use and giving entire satisfaction in Canada to-day, and the demand is constantly increasing.

We carry the best in Steam Gauges, Lubricators, Oil Cups, Pipe Fittings, Pipe Coverings, etc.

**The James Morrison Brass Mfg. Co., Limited**

Toronto, Ont.



## J. M. T. Injectors

are automatic and contain all the best features required in a high grade Boiler feeder.

It is simple, efficient, economical, and durable. Every injector is tested and satisfaction is guaranteed.

Write for information about our High-class Steam Specialties.

**The James Morrison Brass Mfg. Co., Limited**

Toronto, Ont.



# HEATING AND PLUMBING

## Master Plumbers Make Merry.

ONE of the most enjoyable events of the Winter season was the "At Home" given by the Toronto Master Plumbers' Association at McConkey's parlors, on Monday evening, March 6, and the committee composed of Messrs. C. H. Beavis (chairman), W. H. Meredith (secretary), George H. Cooper, George Clapperton, P. Jessimane and K. J. Allison, are to be congratulated upon the success attending their efforts to make the event a thing to be long remembered.

The programme was divided into three parts, each of which was a top-notch for enjoyment. The "fixture" had been "piped" as a winner and the invited ones who failed to make the necessary "connections" have cause to regret it, as the committee proved themselves the possessors of the necessary "brass" to do the "job" without indulging in "hot air." All the required "fittings" were in the committee's "kit," and the event will be "galvanized" on each guests "register" until their "lights" are "turned out."

First on the bill of fare was a couple of hours at progressive euchre, over 40 tables being occupied by the 80 odd couples who chose euchre to dominoes, a score or more non-card players enjoying the latter game. The winners of the three prizes offered to the ladies were: Mrs. Earsman, first; Mrs. Mason, second, and Miss Graham, third, each being presented with valuable cut-glass souvenirs of their prowess. On the gentlemen's side, Messrs. A. H. Earl, R. G. Lehman and J. T. Powers carried off first, second and third prizes in the order named. Only one of the six represented the supply houses, the representatives of the Association winning the other five.

Following the cards came the supper, which was voted as one of McConkey's best, all present doing full justice to the tasty viands placed before them by the busy waiters. Letters of regret were read by Secretary Meredith from invited guests from Toronto and other cities. About midnight adjournment was made to the ball room where the plumbers walked to the tune of the dead march and then danced the light fantastic with their own and other men's wives and sweethearts until the gray streaks of another dawning day made their appearance on the eastern sky. Under the able management of Mr. George T. Cooper,

who acted as master of ceremonies, and would not desert the ship until the last passenger had taken to the boats, the closing event of the Master Plumbers' trio of good things was enjoyed to the full, the music provided by C. T. Cooper's orchestra aiding considerably in bringing the evening to a satisfactory conclusion.

Hardware and Metal tenders its thanks to the Master Plumbers' Association for an exceedingly good time.

## Warm Air Heating.

THE advantages of the Jones system of warm air heating can best be appreciated when you stop to consider the fact that by the use of this system in connection with Jones registers, the efficiency of furnace is increased, on account of but one-half the number of



basement pipes, elbows, angles, collars, dampers, etc., being necessary. This means less loss of heat in the basement from friction and radiation. It means that the basement is not filled with warm air pipes, more heat being delivered into the living rooms, and, therefore, a reduction in the amount of fuel consumed.

Users of furnaces will cheerfully pay from ten to twenty per cent. more for a heating plant, when these advantages are explained to them, together with the advantages of it not being necessary to cut expensive carpets and floors, and not having old-style floor registers that serve as receptacles for dust and sweepings.

By the Jones system the cost of installing furnaces is reduced, for with fewer basement pipes and fittings, a fur-

nace can be installed in little more than one-half the time it takes to instal the way furnaces have been installed since 1837.

There is not a furnace dealer doing business to-day but what would laugh at a farmer using an 1837 reaper to harvest his grain.

There are between five and six thousand furnace dealers in the United States and Canada using Jones' registers and the Jones plan of warm air heating, but there are many still using the old-styles. These should at least investigate the Jones system.

The Jones registers are now manufactured in Canada by The Jones Register Co., Toronto, Ont., and dealers desiring information can secure it by mentioning this paper when writing.

## How to Prepare Steam Traps.

IF a thorough knowledge is possessed of the principle governing the construction and operation of many of the devices used by the plumber and steam fitter, their usefulness can be extended and their failure to give satisfactory results can be remedied without any very great trouble, says W. K., in the Metal Worker. In one instance that came under my notice, a steam trap failed to perform its duty. It was a common open bucket trap, which had been in use for many years, operating with entire satisfaction until all at once it got out of order and stopped working. The engineer who had charge of the building disconnected the trap and took it apart, cleaning it thoroughly and re-grinding the valves. He then put together and connected it up, expecting it to work as it had done originally, as there seemed to be nothing serious the matter with it. He was surprised to find, however, that it did not work any better than before he had gone to all this trouble. The difficulty was that it would not open and discharge when the bucket was full. He took it apart several times, all to no purpose, and eventually threw it on the scrap heap and got a new trap.

Still, having an interest in the trap and being curious to ascertain the cause of the trouble when everything seemed to be in first-class condition, he asked me to see what was the matter with it. On careful examination I found that the bucket had been very much worn away by corrosion and friction, consequently it was not nearly as heavy as it was



originally. This lack of weight was sufficient, even when the bucket was full of water, to prevent it from dropping, the valve at the open end of the steam connection being held to its seat by the steam pressure even when the bucket was full of water. Of course, when the bucket filled with water of condensation, it should have dropped and spilled its contents to hold the valve tight again until the condensation had refilled it. The remedy I applied consisted of cutting out a disk of sheet lead with a hole in the centre, so as to fit around the fittings in the bottom. After it was tested and connected up in another place the trap continued to do good work for a number of years, and, for all I know, it is in use yet.

#### A Novel Pipe Wrench.

TAKE a thin rope and double back about 3 feet of it. It is not necessary to cut it. Then wrap the doubled part around the pipe two or three times in the direction the pipe is to be turned and place a stout stick of convenient length in the loop end of the rope. Keep one hand on the rope ends, the other on the stick and proceed as with an ordinary pipe wrench, pulling on the rope when turning the pipe and relieving it to get a new hold. This device can be used to advantage for any thickness of pipe. By using inch rope and a crowbar, or a fence rail, a pipe 6 or 8 inches in diameter may be handled with less labor than when an ordinary pipe wrench is used. If a great deal of force is needed, give the rope another turn or two on the pipe. If the device is clumsy, a wrap less may relieve it. While it is so simple, yet it does not mark or scar the most highly polished surfaces.

#### Economy in Heating Systems.

THE severity of the present Winter is making itself felt by all who operate heating systems, whether in their homes or in business buildings. The enterprising and aggressive heating man who is a thorough master of his business has no occasion to regret this severe test of the heating system which he has installed. In fact, there is no better opportunity for him to call attention to the difference between good and poor work than that which a severe Winter affords. Almost invariably where the builder, architect or owner has paid no attention to the representations of the high class and conscientious heating contractor and has forced him to compete for work on the price basis, regardless of quality, much has gone to less competent and less scrupulous competitors. Here is the opportunity for him to compare the satisfaction which at-

tends the use of heating systems which he has installed for his customers with those which architects, owners and speculative builders have accepted on the price basis. There is no question that a little canvass among the users of these cheap systems will discover some dissatisfaction and an opportunity of remodelling work which should never have been allowed.—Metal Worker.

#### Easy Place to Keep Clean.

THERE is rapidly approaching completion in New York, a hotel-building which has certain peculiarities of architecture which attract the attention of many who pass. The most striking thing about it is the small number of large windows and the large number of small windows. The large windows are single, rather than double, and on either side of each large window is a small one. One is at a loss to account for it, unless he happens to see a sign on the corner of the building, which says that So-and-So hotel will be opened shortly with "300 rooms and 200 bathrooms." The small windows, of course, indicate the bathrooms. "They might have called it the Bathtub Hotel," remarked an old hotel man, as he studied the building from the opposite corner. "It is the most impressive evidence I have yet seen of the American craze for bathing. I can remember the time, and it was not so many years ago at that, when hotels thought they were well equipped if they had one bathroom on a floor, and we charged a quarter for towels and service. This new hotel, with nearly as many bath as guests' rooms, shows to what extreme the traveling public has pushed the 'room and bath' idea. If it keeps on, some enterprising hotel man will be offering a room and two baths, and he'll find plenty of occupants."

#### Porcelain.

The art of potting porcelain had its origin and complete development in China, but has flourished under royal and princely patronage in every country. The potter's wheel, which is, perhaps, the most ancient of all mechanical contrivances, is still used in the shaping of porcelain in China and Japan, and that, too, in a simple form, which differs little from that employed 4,000 years ago in Egypt, and probably at an even earlier period.

#### A Simple Cement.

A good plumbers' cement consists of 1 part of black resin melted, to which is added 2 parts of brickdust, finely powdered and thoroughly dried.

## BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not, got them, write direct to

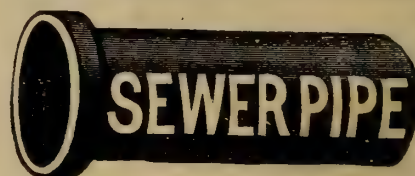
**R. E. THORNE**

768 Craig Street  
MONTREAL

29 Melinda Street  
TORONTO

... FULL STOCK ...

## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT.

TORONTO, ONT.

ST. JOHN'S, N.B.

## JARDINE'S Taps and Dies

They are Always Right.  
Quality --- THE BEST.



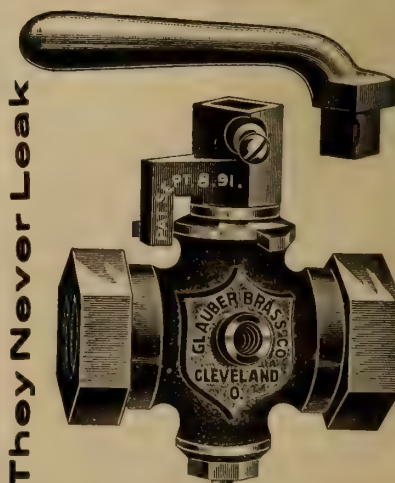
**A. B. JARDINE & CO.**

HESPELER

ONTARIO

## GLAUBER

GUARANTEED



They Never Leak

Always Work Easy

BEST IN THE WORLD



PIPE THAT IS PIPE

THIS IS OUR BRAND

P-H



You Want It.

See that You Get It.



THIS IS OUR TAG



BLACK AND GALVANIZED.

TAKE NO OTHER.

PAGE-HERSEY IRON AND TUBE CO., LIMITED, GUELPH, CANADA

**Pedlar's  
PERFECT  
Metal  
Lath**

is positively the very best made at any price. Sells at 10c. per sq. yard to the consumer, with discount to dealers—just half the price of other makes

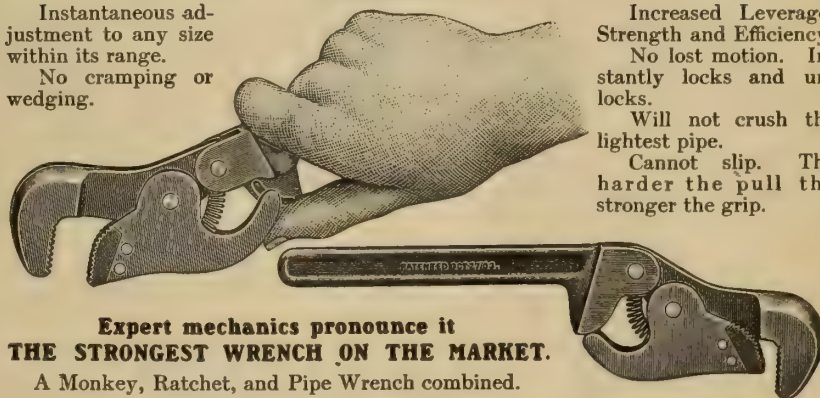
**THE BULLARD AUTOMATIC WRENCH**

PATENTED OCT. 27, 1903

Instantaneous adjustment to any size within its range.  
No cramping or wedging.

Increased Leverage, Strength and Efficiency.  
No lost motion. Instantly locks and unlocks.

Will not crush the lightest pipe.  
Cannot slip. The harder the pull the stronger the grip.

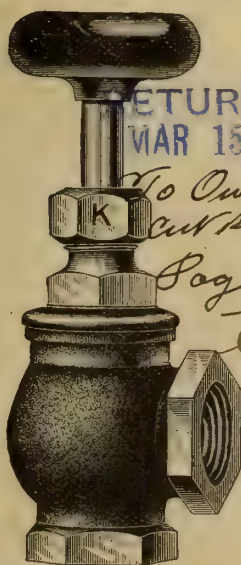


Expert mechanics pronounce it  
**THE STRONGEST WRENCH ON THE MARKET.**  
A Monkey, Ratchet, and Pipe Wrench combined.

Sold by all Jobbers in United States, Canada, and Foreign Countries.

Manufactured only by  
**BULLARD AUTOMATIC WRENCH CO.**  
PROVIDENCE, R. I.

WRITE FOR BOOKLET  
AND PRICES.



**Kerr's Standard and  
Jenkin Disc Radiator Valves**

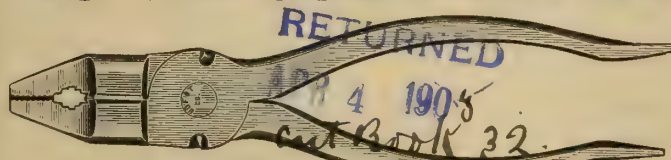
are perfectly constructed, and of beautiful design. Like all "Kerr" Specialties, strictly high-grade.

**The KERR ENGINE COMPANY**  
MANUFACTURERS Limited  
WALKERVILLE, ONT., CANADA

**NO. 700 COMBINATION PLYER**

SIX TOOLS  
IN ONE

FLAT NOSE PLYER  
BURNER GRIP  
SIDE CUTTER  
BUTTON'S PLYER  
SCREW DRIVER  
REAMER



We make the most complete line of Nippers and Pliers in the world.

Factory—Utica, N. Y.

Write for  
The Green Book of Hardware.

**Utica Drop Forge & Tool Co.**  
296 BROADWAY, NEW YORK, U.S.A.

**Our Advertising**

has for its aim the securing of agents for

**THE ECONOMICAL  
HOT WATER BOILER**

—the best boiler, confessed by all who have examined it, made. Our booklet will tell you where it is different, and why it is better.

**P. GIES, Founder, BERLIN, ONT.**





# Plumbing Markets

## THE PLUMBING SUPPLIES MARKET.

Quebec.

Office of HARDWARE AND METAL,  
232 McGill street,  
Montreal, March 10, 1905.

FROM all parts except the Maritime Provinces a large number of well-assorted orders are being received. The increase in the demand so early in the season has convinced the majority of supply men that trade during the coming season is to be exceptionally brisk, and already they anticipate transacting an amount of business far in advance of former years. Some large orders have been received from Eastern Ontario and Quebec, and from the class of orders received it is believed that the outside master plumber is beginning to stock up. This is an unusual feature on this market, and shows that the plumbing merchant has great confidence in the future market. It is expected that a great difficulty will be experienced by the supply houses in trying to secure goods from the manufacturers. Already American manufacturers of copper and brass tubes, steel plates, etc., are beginning to complain, and will not accept orders unless they are allowed three months in which to ship their goods.

**Range Boilers**—Our quotations for range boilers are: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Lead pipe has a good demand for jobbing purposes. Prices continue unchanged. We quote as follows: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—Trade this week is of a better character. Prices are firm. No material change has taken place, but it is expected that one will occur shortly. We quote the following prices: Soil pipe standard, 50 and 10 per cent. off list. Standard fittings, 50 and 10, and 10 per cent. off list. Medium and extra heavy soil pipe 60 per cent. off. Fittings 60 and 10 per cent. off.

**Iron Pipe Fittings**—A slight increase in the demand is current this week. Higher prices rule on most lines. Discounts on all sizes of nipples up to six inch, 67 1-2 to 70 per cent.

**Iron Pipe**—The demand for iron pipe has increased, and it is feared that some

delay will be experienced by the manufacturers in filling orders. Prices are firm, and an advance is anticipated. We quote the following: Standard pipe, per 100 feet in length under 19 feet. Black, 1-8 inch, \$2.30; 1-4 inch, \$2.30; 3-8 inch, \$2.55; 1-2 inch, \$2.85; 3-4 in., \$3.65; 1 in., \$5.20; 1 1-4 in., \$7.35; 1 1-2 in., \$8.95; 2 in., \$12.55. Galvanized—1-4 in., \$3.30; 3-8 in., \$3.45; 1-2 in., \$3.90; 3-4 in., \$5; 1 in., \$7.20; 1 1-4 in., \$10.05; 1 1-2 in., \$12.20; 2 in., \$16.85. In the above the discount on 1-8, 1-4 and 3-8 in black and 1-4 and 3-8 in galvanized is 12 1-2 per cent.; and on 1-2 to 2, inclusive, in black and galvanized is 15 per cent. Extra heavy pipe, plain ends are quoted per 100 feet as follows: Black, 1-2 in., \$4.20; 3-4 in., \$5.25; 1 in., \$7.55; 1 1-4 in., \$10.55; 1 1-2 in., \$12.75; 2 in., \$17.60. Galvanized—1-2 in., \$5.25; 3-4 in., \$6.65; 1 in., \$9.55; 1 1-4 in., \$13.25; 1 1-2 in., \$16; 2 in., \$21.90. The discount on all sizes of extra heavy pipe is 12 1-2 per cent. Coupling, 1-2 in. to 2 in., 55 per cent. discount; nipples, 1-4 and 3-8 in., 65 per cent., discount, and 1-2 to 6 in., 70 per cent. discount.

## Ontario.

Office of HARDWARE AND METAL,  
10 Front street east.  
Toronto, March 10, 1905.

**B**USINESS continues dull in plumbing supplies, and unless orders are more actively placed trouble may be expected in shipping when Spring opens. In Toronto some fear exists of a general tie-up in the building trades owing to a strike of several of the building trades, but there seems to be little ground for this fear, as the influx of immigrants has overstocked the labor market, which is governed by the same law that applies to other classes of commodities, that of supply and demand. A fair number of orders are being placed, but by no means as many as last year.

With the exception of soil pipe, no change has taken place in any of the lines listed, all prices remaining unaltered. The market in soil pipe is unsettled, and while no increase is recorded as yet the tendency is upward. Present delivery orders are being filled at the listed prices, but there is every likelihood of a change.

**Lead Pipe**—Trade conditions remain unchanged. A normal demand is noted, and prices are steady. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—The market is unsettled. Prices remain as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 50 per cent.

**Iron Pipe Fittings**—The market is firm and prices unchanged. We quote: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—Trade is normal. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—There is an average demand, while prices remain as before. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—The demand continues active, prices being unaltered. Our quotations are as follows: Black, 1-4 inch, \$2.03; 3-8 inch \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1-4 inch, \$5.62; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86, 3-8 inch, \$2.89; 1-2 inch, \$3.14; 3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch, \$7.87; 1 1-2 inch, \$9.45; 2 inch \$12.60.

**Solder**—Prices remain unaltered, the demand being an average one. We quote: Bar solder, half and half, guaranteed, is quoted at 18 1-2c; wiping solder at 17 1-2c, and refined 17 1-2c.

**Enamelled Ware**—The demand for Standard Ideal enamelled ware continues normal. We quote: Baths rolled rim 5 1-2 feet, 2 1-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50; B quality, \$2.00.

## Plumbing in South Africa.

A Scotch plumber now in Johannesburg writes that the plumbing done there is a very poor class of work. Plumbers have to pass an examination before they are allowed to work, but the test is an easy one to a competent man. In the Transvaal, most of the shops are run by Jews, who are mere tinkers, although calling themselves plumbers. Galvanized iron is used almost exclusively.



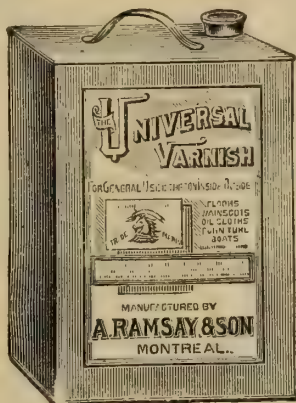
## Varnish for Profit

¶ Your customer often wants a first-class varnish, doesn't he? He wants it for his boat, his door, his carriage; for many things. He is anxious about it, and it must be good. This is the man who wants Ramsay's Universal, and you can guarantee it straight. He will pay you the price as follows:

Pint cans; 60c. each  
 Quart " \$1.10 "  
 ½ Gal. " 2.10 "  
 1 Gal. " 4.00 "

and you will make a profit and a customer as well.

¶ We have a novel plan for the selling of this varnish. Write us about it.



**A. RAMSAY & SON COMPANY,**

Est. 1842

MONTREAL

Varnish Makers

## "The Bulletin"

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# — ALUMINUM — THREE PINTS TEA POT

**YOU  
WANT  
THE  
BEST**



ALSO MADE IN  
 6, 9 AND 12 CUP SIZES

**WE  
MAKE  
THE  
BEST**

Aluminum utensils take and retain the heat better than any other kind. Aluminum does not rust, no danger of poison, does not taste the coffee, and can be set on the stove without any detrimental effects to either the the coffee or the pot.

MADE BY

**CANADIAN ALUMINUM WORKS, LIMITED**  
 CHAMBLY CANTON, QUE.

Catalogue on Application.



## PERFECT Metal Lath

—Substitute for wood.  
—100 sq. yard; discount to dealers.  
Sample—booklet—free.

THE PEDLAR PEOPLE,  
Oshawa.

## IDEAL Woven Wire Fencing



### MAKES MONEY FOR YOU

Your customer, the farmer, wants a fence that can be put up quickly and easily by him when he wants it. Hand made fences cost too much when you figure the time it takes to build them; to say nothing of the hard work.

Why not sell "The Ideal," the best woven wire fence made? You can build up a permanent trade that will pay you as much as any line you are handling. Our hardware merchants are doing it. Why not you? The Ideal will give satisfaction to your customer and make him your friend.

Have you seen the Ideal? Let us send you a sample and catalogue showing why Ideal fence made from No. 9 hard steel wire throughout is the strongest and the best value.

Ask us about the Ideal all metal farm gate.

The McGregor-Banwell Fence Co., Limited,  
WALKERVILLE, ONT.

Merrick, Anderson & Co., Winnipeg, Man.  
Sole agents for Man. and N.W.T.



STYLE "A"



STYLE "E"

## THE LEADERS

Style "A" with Double Reversible Steel Bow Lever Patented Cream Breakers. Style "E" with Hand and Foot combination drive and spring attachment producing an easy and elastic motion.

The Pittman is quickly detachable from churn.

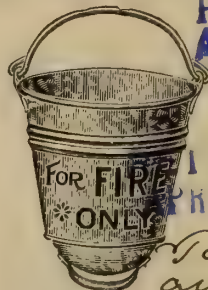
Both styles are filled with our improved Steel Ball Bearings and mounted on Rigid Angle Steel Stands.

THE DOWSWELL MANUFACTURING CO., LIMITED  
HAMILTON, ONT.

RETURNED  
MAR 13 1905

To Owner  
at Book  
Page 4

## SAVE FIRE INSURANCE



RETURNED  
APR 13 1905

FOR FIRE ONLY  
APR 13 1905

To Owner  
at Book  
Page 4

Write for folders and prices  
on our new

## "Famous Fire Bucket Tank"

You should place one of these  
tanks in every large building in  
your town.

The

McClary Manufacturing Co.,

London, Toronto, Montreal, Winnipeg,  
Vancouver, St. John, Hamilton.



RETURNED  
APR 13 1905



33



# HARDWARE AND METAL

**President:**  
**JOHN BAYNE MACLEAN,**  
**Montreal.**

## The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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### THE BRITISH TARIFF INQUIRY.

**A**N abridged report of the work of the British Tariff Commission, a body of business men chosen to examine the fiscal policy proposed by Mr. Chamberlain, and to report upon its probable effect upon present conditions; has been issued and a copy sent to this paper. This report is the first of a series and deals with the iron and steel industry of Great Britain. The second report will deal with the textile industry and the various other branches of commerce will be covered in succeeding volumes, the object being to bring under detailed and expert examination the whole of British industry.

In investigating the conditions existing in the iron and steel industry, in which 265,000 persons are employed, the answer received by the commission embraced fully 80 per cent. of those engaged in these lines of manufacture. The

information gathered is summarized as follows:

1. That the iron and steel industry of this country has declined relatively to that of other countries.

2. That our export trade to foreign countries has diminished, while that to the colonies has increased.

3. That although our trade with the colonies has increased, the colonial market is increasing much more rapidly and that foreign countries are securing a growing proportion of this colonial trade.

4. That the relative decline of the British iron and steel industry is not due to any natural British disadvantages or want of skill and enterprise on the part either of British manufacturers or of British workmen.

5. That it is due to the fact that the manufacturers of the United States and Germany, having secured control of their home markets by means of high tariffs and an organized system for the regulation of their export trade are in a position to dump their surplus products upon the British and other markets, irrespective of cost.

6. That the practice of dumping could not be carried on by foreign countries but for the British system of free imports.

7. That the British fiscal system should be revised in such a manner as to check this practice, to maintain, so far as possible, our export trade to foreign countries, and develop our colonial market, and increase the employment of the working classes.

8. That these objects can be obtained by means of a system of tariffs arranged as follows:

(a) A general tariff, consisting of a low scale of duties for foreign countries which admit British wares on fair terms.

(b) A preferential tariff, lower than the general tariff, for those of our colonies which give adequate preference to British manufacturers, and framed with a view to securing freer trade within the British Empire.

(c) A maximum tariff, consisting of comparatively higher duties, but subject to reduction by negotiation to the level of the general tariff.

In discussing the report The Montreal Gazette takes the case of a British iron

firm quoted by the commissioners, and comments as follows:

"In 1902 that firm produced 114,000 tons, at a cost per ton of £4 15s. This was sold at an average price of £5 per ton, netting a profit of £28,500. The full capacity of these works is 152,000 tons, and had the firm been enabled to manufacture this amount it would have reduced the cost of manufacture by 5s, or to £4 10s per ton. The extra production of 38,000 tons could have been sold at cost price, and yet, on account of the all-round reduction in the cost of production, the firm's profit would have been £57,000, instead of £28,500. With home competition keen is it not likely that a good proportion of that £57,000 would have found its way into the pockets of the consumers? How much would that extra production of 38,000 tons have meant to British labor? Only that this one firm would have paid out in wages £150,000 more than it did pay. In the United States and Germany this condition of affairs is realized and encouraged. The British system of free imports enables the iron manufacturers of these two countries to take advantage of the handiest and best market, the market which, under normal conditions, should be impossible to them, but which they are enabled to enter because their sales are made at cost, or even under cost. It gives Great Britain cheap iron—when the foreigners are willing to sell, but it would be strange if, on the whole, it did not increase the cost because of the unsettling effect upon the home industry."

### A CANADIAN DOCTOR IN ENGLAND.

**A**TENTION has been drawn to the doings of slick advertising agents in England and the methods used by them in giving Canadian trade a bad name in the eyes of British manufacturers. The McLean newspapers have drawn the attention of the Postmaster-General to the matter and will continue to keep our readers posted as to the developments in this damaging case.

The Mercantile Guardian, a reputable British journal, has taken up the matter, and in its issue of Feb. 21, said:

"I have on more than one occasion referred to the questionable methods which are, it is alleged, followed by the



representative of an unimportant Montreal, Canada, commercial journal, which has, in spite of its small circulation and infinitesimal influence, succeeded in obtaining a large number of advertisements from British—and particularly Birmingham—manufacturers. I am aware that some months ago a meeting of disappointed manufacturers was held in Birmingham, but at that time no united action was taken. Last month I inserted a cutting from The Monetary Times of Toronto, which dealt with the record of the representative of the Canadian journal in question. This man, who describes himself, I believe as Dr. Griffin, has, it is said, had a narrow escape from gaol in Montreal, and has actually 'done time' in British Columbia. He is described as a 'sleek, pompous, jewelled canvasser,' and by others as a 'greasy faced man' and a man of 'colossal audacity,' and Birmingham manufacturers who have been led to give him advertisement orders for large sums are at last up in arms, and mean to combine together and dispute the claims made by the so-called 'Canadian Journal of Commerce.' The Birmingham Gazette and The Owl have both dealt with Dr. Griffin, and it seems to me that the 'Doctor' may just as well silently fold up his tent and steal away, as the 'game' must be up in Birmingham, and all his eloquence, bounce, and misrepresentation will not avail him in obtaining further advertisements in that city.

'A word to the astute Birmingham manufacturer though! One would have thought that after his experience with the precious Lloyd's Diary, to say nothing of other campaigns, that he would have seen that the bejewelled 'gas bag' who is full of bounce and endeavors to take him by storm, is the very man against whom he should guard himself. Did the Birmingham manufacturer seriously consider whether he had a possible market in Canada and whether that market alone was worth the expenditure to which he was committing himself, even if the medium was as effective and influential as was alleged by the talkative canvasser? Or rather did he not allow himself to be overcome and rushed against his better judgment by the man who always had some plausible excuse that seemed to show that now was the

time to decide to give the order? Dr. Griffin has exploited Birmingham greatly, doubtless, to his own satisfaction, whatever may be the eventual feelings of his principal, and he will most probably fade away from the sight of Birmingham men; but another Dr. Griffin will arise or another Lloyds' Diary scheme will be launched when memory has become dulled, and will, for a time at least, 'flourish like a green bay tree.' And yet there plenty of honest, effective advertising mediums in this country, which, because their proprietors will not stoop to such methods of misrepresentation, are overlooked by the manufacturer in search of business.'

### CRISIS IN THE BINDER TWINE INDUSTRY.

IF the Canadian binder twine industry is to be saved from extinction at the hands of a ruthless oligarchy of millionaires, no time should be lost by the Government in applying a remedy. A recent letter to the Ottawa Citizen, under the heading of "A Vicious Octopus," reveals clearly the scope and objects of the gigantic combination known as the International Harvester Company, and shows the urgent necessity for remedial legislation.

The International Harvester Company is a creation of the financial genius of J. Pierpont Morgan. It absorbed the Deering Harvester, the McCormick Harvester, and a number of other companies, and was incorporated in 1902 with a capital of \$120,000,000. It is managed by Mr. Harold McCormick, son-in-law of the multi-millionaire, Mr. John D. Rockefeller.

What are the methods of the trust? Mr. McCormick has publicly stated that the company are prepared to spend some \$30,000,000 in driving every other binder twine manufacturer to the wall, by selling at less than the cost of the raw material.

It is clear that other manufacturers with moderate capital cannot long stand the strain of such shameless competition.

Let us assume for the moment that the trust succeed in their object. How will it affect the farmer? Every farmer in the United States, as well as in Canada, will be compelled to buy his binder

twine from the trust and to pay their price. But that is not all. The International Harvester Co. are manufacturers of self-binders. The binder is no use without the twine. Therefore the trust will say to the farmer: "You must use our self-binder or we will not sell you our twine." Thus a monopoly of binder twine secures a monopoly of self-binders. The principle may be extended to secure a monopoly of seeders, mowers and other agricultural implements; and monopoly spells high prices. That is what the farmer is face to face with.

But how about the manufacturer? It is estimated that not less than one and a half million dollars are invested in the manufacture of binder twine in Canada, and the industry affords employment to a large number of workers. Already the slaughtering of prices has had its inevitable results in a number of cases, the Walkerton Cordage Co., the Chatham Cordage Co., and the Ayton Cordage Co. having closed their doors. The remaining companies are making a gallant fight against heavy odds, but, if the Government act the part of Gallio, who "cared for none of these things," it is not difficult to foresee the result.

Last year, 66 per cent. of the twine consumed in Canada was imported. On the other hand, the United States Government protect their manufacturers by a prohibitive duty of 45 per cent. And as to the manufacturers of agricultural implements! There is a danger to them, more remote, but none the less real.

It is now time for the Government to take the matter up in earnest and apply a remedy. We submit there is no good reason why the duty of 12½ per cent. should not be restored. We do not believe a considerably higher duty would be an appreciable burden on the farmer, but, perhaps, the figure we have mentioned would meet the necessities of the case. This is pre-eminently a case where the interests of the manufacturer and the farmer are identical, for, as we have seen, the farmer will be the chief sufferer in the long run from the machinations of this iniquitous trust.



## MUTUAL FIRE INSURANCE AMONG HARDWAREMEN.

THE wonderful growth of mutual fire insurance among retail hardware merchants in the United States and the fact that there are many among the members of the Manitoba and Western Hardware Dealers' Association who advocate the adoption of the

system in this country, will make the accompanying financial report of the Retail Hardware Dealers' Mutual Fire Insurance Company of interest to readers of Hardware and Metal.

The principle of mutual fire insurance is by no means a new one, although it

is followed to a very limited extent in Canada outside the farming districts.

ut if farmers can make a success of it there is no reason why more experienced business men should not do likewise. So great have been the extortions of the old line companies that the Canadian Manufacturers' Association have taken up the matter and by engaging an experienced man are securing better rates for their members through a special arrangement with a strong company.

The Ohio Retail Hardware Dealers' Mutual Fire Insurance Company declared a dividend of 26 per cent in 1904, but a study of the tables given herewith will show that even better results were secured in Minnesota, a return premium of 35 per cent. having been declared in that state.

### INCOME IN 1904.

Cash on hand Jan. 1.....	\$34,820.99
Premiums written.....	42,333.89
Collections from previous year.....	1,127.59
Receipts from interest.....	804.48

\$79,086.95

### DISBURSEMENTS.

Losses.....	\$16,028.78
Return Premiums to Policy Holders.....	9,614.10
Cancellations and Rebates.....	1,121.84
Expenses.....	4,287.50
Premiums due.....	1,609.98
Cash on Hand.....	46,424.75

\$79,086.95

### ITEMIZED EXPENSE.

Taxes.....	\$ 372.95
Salaries.....	1,839.05
Rent.....	80.75
Advertising and Printing.....	550.71
Legal Expense.....	50.00
Adjusting Losses.....	295.98
Postage.....	312.73
Exchange.....	51.65
Secretary's Traveling Expenses.....	58.41
Miscellaneous Expenses.....	493.70
Commissions.....	181.48

Insurance written in 1904.....	\$ 4,287.59
Insurance in Force.....	\$1,876,680.00
Cash on Hand and Premiums Due.....	1,787,680.00
Liabilities (Reinsurance Reserve).....	48,034.73
Net Surplus.....	16,215.38
Ratio of Losses to Premiums.....	31,819.35
Ratio of Expenses to Premiums.....	38 per cent.
	10 per cent.

### ITEMIZED LOSSES, 1904.

Jan. 5—W. H. Tomlinson, Le Sueur, Minn.....	\$ 111.75
Jan. 20—Gardiner Hardware Co., Minneapolis, Minn.....	55.65
Jan. 21—A. A. Rumreich, Pisek, N.D.....	92.86
Feb. 13—C. A. Heegaard, Mandan, N.D.....	228.36
Feb. 18—A. Peick, Slayton, Minn.....	30.00
March 26—Werneck & Schmitz, Manitowoc, Wis.....	2,439.64
April 25—Lees & Co., Two Harbors, Minn.....	1,000.00
May 12—H. Klossner, Winthrop, Minn.....	400.00
May 12—Ed. Scott, Newberry, Ind.....	1,485.00
May 19—Schweikert & Stockman, Winthrop, Minn.....	1,404.60
May 24—W. E. Smith, Aneta, N.D.....	628.30
May 25—A. Marckel, Perham, Minn.....	41.87
July 1—Foss, Armstrong & Johns, Spring Valley, Wis.....	1,082.95
July 19—Dean Hardware Co., Portland, Ark.....	1,423.95
Sept. 1—F. V. Stanek, Seaforth, Minn.....	2,786.50
Sept. 8—R. M. Burtis Co., Oshkosh, Wis.....	79.50
Sept. 8—Goodhue Hardware Co., Goodhue, Minn.....	19.16
Sept. 24—Steenerson & Reistegen, Erskine, Minn.....	1,980.00
Sept. 26—Halverson & Peterson Bros., Aneta, N.D.....	226.61
Sept. 26—P. A. Kloster, Hatton, N.D.....	6.66
Oct. 5—Widenor Bros., Belvidere, N.J.....	1.50
Nov. 17—A. M. Hegman, Henriette, Minn.....	804.42
Dec. 10—S. O. Hanson, Twin Valley, Minn.....	699.50

\$16,028.78

In accordance with resolutions adopted by the board of directors at their last quarterly meeting, a return premium of thirty-five (35) per cent. of each premium paid in was declared upon all policies expiring during the year 1905, and that no policy holder shall be entitled to participate in or receive any dividends whatever except at the expiration of the full term of his policy.

### TOTAL BUSINESS TO DATE.

Gross Premiums.	Gross Losses.
1900—\$ 8,390.91	\$ 1,294.14—15 per cent.
1901—12,573.61	3,244.98—18 per cent.
1902—19,708.03	7,752.22—39 per cent.
1903—30,381.50	5,155.87—17 per cent.
1904—42,333.89	16,028.78—38 per cent.
\$113,387.94	\$32,575.99—28 per cent.

Gross Expense.	Losses and Exp.
1900—\$2,196.61—26 per cent.....	41 per cent.
1901—1,769.27—15 per cent.....	33 per cent.
1902—2,436.40—12 per cent.....	51 per cent.
1903—3,012.72—10 per cent.....	27 per cent.
1904—4,287.50—10 per cent.....	48 per cent.

## WESTERN ORGANIZER APPOINTED.

AT the recent convention of the Western Retail Hardware Association it was decided to engage a paid secretary to act as organizer and to adjust the various matters over which the executive assume control for the benefit of the Association. Hardware and Metal is informed by President Lindsay that at a meeting of the executive, held on March 4th, a first-class man was secured for the position, but that until his resignation is accepted by the firm with which he is now employed the executive are not in a position to announce his name. In the meantime, as Secretary W. W. Lindsay is unable to attend to the pressing business of the Association, D. Philip, 470 Main street, Winnipeg, is secretary pro tem. All communications should be addressed to him.

The appointment of a permanent secretary and organizer to superintend its work marks a distinct step in advance on the part of this young and growing association. The plans of the Association are ambitious, but there is no reason to doubt that a capable man, devoting his whole time to the work and accorded the loyal support of the hardware men of the West, should be able to carry them out successfully. The programme includes such price regulation as may be necessary to prevent price cutting in the various districts of the West, and in arranging such matters the organizer will require the advice of local men. In the meantime all such matters should be referred to Mr. Philip.

The paint tower, a six storey building at the B. Greening Wire Works, was destroyed by fire on March 3. The fire, on account of paint and oil, was one of the fiercest the Hamilton department has had to fight for a long time. The loss is roughly estimated at \$15,000.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 54.)

## Quebec Hardware Markets

Office of HARDWARE AND METAL,

232 McGill Street.

Montreal, March 10, 1905.

**B**YOND a fair demand, which is general in every respect, trade is featureless. Now that roads are once more free, word has been received from a large number of retail merchants who are clamoring for their goods, and orders which were originally booked for future shipment have since been changed to immediate shipment. It is well that the majority of railroads are in a position to guarantee a free movement of freight, as it has been learned from a reliable source that a good demand exists throughout the country for wire, products of wire, and spring goods. An odd feature of the market this week is the fact that travelers representing certain houses are trying to book orders, shipments to take place one year hence. This is more particularly noticed in axes, axe and pick handles, chains, etc. It might be said that this act on the part of some wholesale houses is the result of keen competition. Travelers claim that the prospects throughout the country are far in advance of last year, and everybody is eagerly looking forward to accomplishing some good business. One notable feature in the trade this Spring is the absence of cutting prices. This was quite prevalent last Spring, and its absence goes to assure us that trade will be better during the coming season on account of the firmer prices, thereby giving the average retail merchant more confidence to place larger orders.

**Axes**—A better movement is noted. Some large orders have been booked for immediate shipment. We quote: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—The better demand for axes has caused an increase in the demand for handles. Prices, although firm, continue unchanged. We quote: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—Prices continue unchanged, and trade is steady. Our quotations are: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—A fair demand exists. Prices have become steady, and no change is expected in the near future. We

quote the following prices: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—Orders for immediate shipment are being received. Prices continue unchanged and are firm. We quote: \$2.75 for 100 lbs, f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—This article has also a good demand. No change in prices is noted. Our quotations are as follows: \$2.65 per 100 lbs. keg, for bright, and \$3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—A fair demand is current. Orders are being received for immediate shipment. Prices continue unchanged. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half pound boxes.

**Screws**—A brisk trade is current. Some large orders have been placed, and everything points towards the coming season as being a prosperous one. We quote the following prices: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—A fair demand is current on the market of this week. Hardware merchants are laying in a fair stock.

**Wire Nails**—An increase in the demand is noted. Retail merchants are anticipating a good sale for wire nails. Our quotations are: \$2.25 a keg, f.o.b. Montreal.

**Cut Nails**—Prices remain unchanged at \$2.20 a keg, f.o.b. Montreal.

**Horse Shoes**—The demand has weakened somewhat during the week. Prices are not expected to decline owing to the firm condition of iron. We quote: "P. B." new pattern, base price \$3.50 per 100 lbs.; other brands iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all

sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horse Nails**—The quietening of the demand for horse shoes has somewhat diminished the sale of horse nails.

**Sporting Goods**—Although it is rather early in the season for these goods, some small orders for future shipment have been received. Prices continue unchanged. We quote: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs; chilled, \$7 per hundred lbs; buck and steel, \$7.50 per hundred lbs; ball, \$8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—As the building season draws near, better and larger orders are being received more frequently by the local wholesale houses. Prices, although firm, continue unchanged, and are expected to remain so during the rest of the season.

**Cordage**—Despite the fact that prices this year are somewhat in advance of former years, orders are beginning to arrive. A better trade is expected in a month or six weeks, when the consumer begins to purchase his supply for the Summer's use.

**Cement and Firebrick**—Trade is beginning to brighten up. Some local orders have been booked during the past week. Our quotations are as follows: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.25 ex cars; Canadian Portland, \$1.90 to \$2. Firebrick, English and Scotch, \$18 to \$22; American, \$30 to \$35.

**Coil Chain**—Prices continue unchanged. We quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth**—The strong demand of the past week continues, and it is supposed that dealers are stocking up for Spring trade. Our quotations are: \$1.50 per hundred square feet.

**Poultry Netting**—A fair demand continues with an unchanged price list. Discount for 2 inch 19 gauge standard, extras at 60 and 5;



for 2 inch 16 gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—Orders for immediate shipment have been received within the past week. Prices are firm and continue unchanged. We quote: No. 5, \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, March 10, 1905

**T**HERE has been an average week's business done in hardware, trade being very good for this season of the year. All the regular Spring lines are being pushed quite actively, while a very lively trade is recorded in heavy goods. The mills which were very slack during the Winter are now rushed to their utmost capacity, and are willing to accept very few orders for present delivery. The tendency in the market for screws, bolts and nuts is upward. Cordage is more active, and prices continue at the low rate they have been marking during the past few weeks. An increase is being talked of. Travelers are sending in fair sized orders for sleigh bells and other lines, which are being pushed for next Winter's trade.

**Lawn Mowers**—The demand continues active, and prices remain unchanged.

**Guns and Ammunition**—Demand is good for this season.

**Washing Machines**—A normal demand is noted.

**Chain**—The demand of chains continues very active. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—Prices remain firm and trade is picking up considerably. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices remain stationary, an increasing demand being noted.

**Barb Wire**—The demand for barb wire continues active.

**Wire Nails**—Demand continues steady, prices being unchanged. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—A seasonable demand is reported. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—There is an increasing demand for horseshoes. We quote: "P. B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05;

No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—No change in prices is recorded. The demand continues brisk.

**Rivets and Burrs**—Trade continues active, prices remaining as before.

**Bolts and Nuts**—Prices remain unchanged. The demand is very strong, and the mills are very busy.

**Woodware**—Business is normal; and prices as before.

**Cordage**—Prices remain unchanged the market being more steady. We quote: Binder twine, Blue Ribbon, 12 1-2c; Red Cap, 11 1-2c; Tiger, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; double lathyrn, 10 1-2c; single lathyrn, 10c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

**Cement**—A normal demand for cement is noted, the season for large orders being now at hand. Building operations have commenced in some districts, and as an excellent season is anticipated the

demand for cement will probably be heavy. Last week's quotations are unchanged as follows: For carloads orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—There is a normal demand for the various classes of firebrick, prices remaining unchanged. We quote as follows: English and Scotch firebrick, 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—The market for building paper is improving, and some good-sized orders are being placed.

**Coal**—The soft weather is enabling the railroads to fill orders. Spot coal continues firm, and the demand is strong. Prices are not likely to change until April 1, when alterations are expected. We quote: Anthracite in cars at bridges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 1 1-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

## METAL MARKETS AND MINING NOTES

**H**ON. MR. EMMERSON, Minister of Railways, stated in Parliament last week that the officials of the Intercolonial Railway had reported that so far as their experience went the steel rails manufactured in Canada were certainly equal to any which have been imported. The sum of \$100,000 has been voted for double tracking the Intercolonial.

The Canadian Pacific Company have closed a contract for the transportation of 10,000 tons of spiegel from Liverpool to Sault Ste. Marie, Ont., which is the first contract of its kind made by a Canadian company. The contract was brought about by the Algoma Steel Co. purchasing 10,000 tons of English spiegel to be used in the manufacture of pig iron at the steel-rail mill. All the rail mills in America use a certain amount of English spiegel, and as the Lake Superior Corporation had opened up their coke blast furnaces they also secured some. The first shipment of 5,000 tons was brought over on the steamer "Lake Erie" and "Lake Manitoba" and shipped to the Sault over the Canadian Pacific Railway main line.

The International Coal and Coke Company's mine at Coleman, Alberta, shipped 51,000 tons of coal and coke during 1904. They have a battery of 104 standard

beehive coke ovens, four 100 horse-power boilers, two 250 Kilowatt Westinghouse electric generators and a compressor with a pressure of 1,000 pounds. The company expect to produce 2,000 tons of coal per day before 1905 is over.

The May and Jennie Mine on Forty-nine creek, 10 miles from Nelson, B. C., is being equipped with a Hendrix cyanide agitator, 12 feet in size, capable of treating 50 tons a day. The mill will be running April 1st and the plant will cost between \$20,000 and \$25,000.

R. H. Stewart has succeeded E. B. Kirby as superintendent of the War Eagle and Centre Star mines at Rossland.

Wm. J. Allison, of New York, who has become very wealthy in New York through a clerkship long held with the Vanderbilts, is about to locate a monster steel and tin plate works on the Canadian side at Morrisburg. Mr. Allison has purchased Dry Island at the foot of Galops Rapids in the St. Lawrence River, and is having a palatial summer home built thereon to be near the works.

### Increased Production of Pig Iron.

"If the conditions prevailing at the present time hold out throughout the year, and there is every indication that they will, the output of pig iron in Can-



ada should show a substantial increase over all previous years," was the statement made by Mr. Ingalls, of the Geological Survey, at the annual meeting of the Canadian Mining Institute. A special report to be submitted at the meeting showed that the total output of pig iron in Canada in 1904 was 270,942 tons, against 265,418 tons in 1903, and 319,557 in 1904. Of the total production in 1904, 251,671 tons were made with coke, and 19,271 with charcoal. In the first half of the year the output was 120,643 tons, and in the second half 150,299 tons. The reason for the substantial increase looked for this year is that there will be two steel rail mills in operation, one at the Soo and the other at Sydney.

#### Mining Institute Meeting.

The annual gathering of the Canadian Mining Institute was held in Montreal last week and the following officers elected for the coming year: President George R. Smith, M. L. A., Bell Asbestos Co., Thetford Mines, Que.; vice-president, Thomas Cantley, Nova Scotia Steel and Coal Co., New Glasgow, N. S.; Dr. W. L. Goodwin, director school of mining, Kingston, Ontario; Dr. Frank D. Adams, McGill University, Montreal, Quebec; secretary, H. Mortimer Lamb, Victoria, B. C.; treasurer, J. Stevenson Brown, Montreal.

Mr. E. D. Ingall, M. E., of the Geological Survey, Ottawa, submitted a summary of the mineral production of Canada for the year 1903, which read in part: The main feature presented by the mineral industry of Canada as a whole consists in the decrease in the grand total of production of a little over one per cent. in comparison with the figures for 1902. A comparison of the items for the two years shows the reason for this falling off. The shrinkage in the production of the Yukon placer gold fields accounts for \$2,250,000 of the total diminishment of over \$2,500,000 in the gold output of the country. This is augmented by over \$1,000,000 decrease in the values of the output credited to others of the metallic class, viz., pig iron, silver, lead and nickel. To offset this, the copper, iron ore and zinc industries exhibit increases, aggregating nearly \$1,500,000, leaving a minus amount of a little over \$2,000,000 against the metallic class as a whole, equivalent to nearly six per cent.

#### METAL MARKETS.

A RECORD year is looked for in the amount of business to be done in metals in Canada, the year having started off well, with indications that the activity will continue. All outside markets are strong, and trade is active locally in all lines, the demand for stock being especially good; while all the Canadian railways, with the exception of the Grand Trunk Pacific, are in the market for rails, no large orders have been placed during the past month. There is every indication that quite a few orders will be placed between now and the beginning of June, although there has been a substantial increase in the prices for English rails, which are the only ones that offer any competition with the present duty, the prices have not been advanced in Canada, and are not likely to show any advance during this year.

#### Quebec Metal Markets.

Office of HARDWARE AND METAL.  
232 McGill Street.  
Montreal, March 10, 1905.

**Pig Iron**—Trade in pig iron is steady. A few orders are being booked for future shipment. Prices continue unchanged. We quote the following:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom.," No. 1.....	17.50
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17.50
" No. 3.....	16.50
" No. 4.....	16.00
Londonderry.....	\$18.50 to \$19.00
Glengarnock.....	20.00
Gartsherrie.....	19.25
Carbroe.....	18.50
Carron No. 1.....	20.00
(special).....	19.00
Ayresome No. 1.....	18.50
" No. 3.....	18.00
Summerlee.....	20.00
Clarence No. 1.....	18.00
" No. 3.....	17.50
No. Cleveland.....	18.00

**Bar Iron**—Only a fair demand exists for bar iron. Prices remain the same. Our quotations are as follows: Merchant bar, \$1.80; horse-shoe iron, \$2.02½; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—Trade is fair and prices continue unchanged. We quote as follows: Colonial and Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 71-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—This market has become firmer, and the present tendency is for an advance in price. We quote: Sleighshoe, \$1.90; tire, \$2; spring, \$2.75; tee-calk, \$2.55; machinery, iron finish, \$2.05; square harrow, \$2; reeled machinery steel, \$2.75; mild, \$1.85; rivet, \$1.95, net cash thirty days.

**Cold Rolled Shafting**—The demand has somewhat diminished and trade is quiet. Prices are easier, but no decline is anticipated. We quote the following: Cold rolled shafting, 3-4 inch to 17-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—Trade continues unchanged. We quote the following prices: 52s., \$2.45; 60s., \$2.50; 75s., \$2.55; full polished, \$3.60; galvanized, 52s., \$3.90 to \$4; 60s., \$4.15 to \$4.25.

**Black Sheets**—With the exception of a few orders for future shipment, trade is quiet. The prices quoted below are the minimum. Our quotations are: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—The demand for galvanized iron remains steady. Prices, owing to the firm condition of iron, are firm and an advance may occur shortly. Our quotations are as follows: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28

gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—No change in the conditions of the market has occurred as yet. Prices are firm at 9½ cents.

**Sheet Zinc**—Prices continue unchanged, although firm. We quote the following: Case lots, \$7; small, 32½ to 33c.

**Tin Plates**—There is a good demand from the can manufacturers. Prices continue unchanged. Our quotations are: Cokes, \$3.75; charcoal, \$4.

**Ingot Tin**—Tin is unsteady. Fluctuations being quite prevalent. The price is now 32½ to 33c.

**Ingot Copper**—Copper continues firm at 16½ to 16¾c; no concessions whatever being obtainable on these prices.

**Ingot Zinc**—A fair demand is current for zinc. Our quotations are: 6½ to 7c.

**Pig Lead**—Pig Lead market is fluctuating. Although prices are unsteady, no decline is anticipated. Our quotations are: \$3.50 to \$3.60; no concessions being obtainable.

**Boiler Tubes**—No change is noted in price list. We quote: Highest grade soft steel, British and American tube, 11-2 inch, 81-2c; 2 inch, 81-2c; 21-2 inch, 10c; 3 inch, 121-4c; 31-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

#### Ontario Metal Markets.

Office of HARDWARE AND METAL.  
10 Front street east,  
Toronto, March 10, 1905.

**Pig Iron**—Trade continues quiet and prices unaltered. We quote:

Middlesboro, f.o.b., Toronto.....	\$21.00
Hamilton, No. 1, at furnace.....	18.00
" No. 2, ".....	17.50
Midland, No. 1, ".....	18.00
" No. 2, ".....	17.50
Radnor, at furnace.....	27.50
Londonderry, at furnace.....	16.50 to 17.00

**Bar Iron**—The demand continues strong and active, and prices are very stiff. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—The market has been less active during the past week. Quotations remain from 32 to 34c. per pound.

**Galvanized Sheets**—A good demand exists and the dealers' stocks are low. Prices remain unaltered.

**Tin Plates**—The market continues very active and prices firm.

**Canada Plates**—There is an average demand, with prices the same.

**Brass**—The demand continues strong, and prices unchanged. Discounts are 10 per cent.

**Lead**—The market is strong and active, there being a better demand with no change in prices. We quote: Pig lead, \$3.80 per 100 lbs.; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—Demand is very strong, with a short supply available. Quota-



## PORTLAND CEMENT

DRAIN PIPES, CULVERT PIPES,  
SEWER BRICKS, INVERTS,  
FIRE BRICKS, FIRE CLAY,  
BUILDING BRICKS,  
FIRE PROOFING  
ROAD PAVING BRICKS  
and BLOCKS.

Correspondence Invited

### F. HYDE & CO.

KING, QUEEN and WELLINGTON STS.  
MONTREAL

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

Get our prices for

## GALVANIZED FLAT SHEETS

THE "VANDA" BRAND

For all purposes requiring the best quality.

It is "deadflat," well galvanized, true to gauge and specially soft for working-up. We guarantee every sheet bearing our brand.

**C.F. JACKSON & CO., Limited**

Wholesale Merchants

Ormidale Bock, Vancouver, B.C., and  
Liverpool, England

Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Sacks, Grain Bags, etc., etc

tions continue as follows: 7c. per lb. for foreign and 5½ to 5¾c. per lb. for domestic.

**Copper**—The demand for copper ingots continues firm. Prices remain as before. Quotations are as follows: Ingot copper, 16 1-4c per lb and sheet copper, 21c per pound.

**Antimony**—The market continues quiet, and prices unaltered.

**Galvanized Iron**—J.C.M., 3 crowns, 28 gauge, \$3.70; 26 gauge, \$3.50; 22 and 24 gauge, \$3.15.

**Old Material**—An advance in prices offered for brass is noted, while a slight falling off in wrought iron has taken place. There is a steady demand for copper and brass, no decrease having taken place in the activity in these lines. We quote as follows: Heavy copper and wire, 12 1-2c per lb; light copper 11 1-2c. per lb; heavy red brass, 10 1-2c per lb; heavy yellow brass, 9c per lb.; light brass, 7c per lb.; tea lead, \$2.40 per 100 lbs; heavy lead, \$2.60 per 100 lbs; scrap zinc, 4c per lb; iron, No. 1 wrought, \$10 to \$11; No. 2 wrought \$3 to \$5; machinery cast scrap, \$14; stove plate, \$10; malleable and steel, \$5; old rubbers, 5 1-2c per lb; country mixed rags, 65c per 100 lb.

For Manitoba Metal Markets see page 34.

### UNITED STATES METAL MARKET.

Advance prices furnished HARDWARE AND METAL by  
The Iron Age, March 9, 1905

Our monthly blast furnace returns reveal a continuance of the strong statistical position in the Pig Iron industry. The February production, covering as it did only four weeks, was only 1,597,000 tons, as compared with 1,780,000 in January. It fell below the normal because a considerable number of plants were affected by troubles incident to the handling of materials in Winter weather. Roughly, this amounts to about 25,000 to 30,000 tons, and it is a curious fact that the stocks in the hands of merchant furnaces declined about 25,000 tons.

The fact of the extraordinary consumption of pig iron, reflected in the statistics, is confirmed by the circumstance that melters very generally are ordering shipments freely and in some cases urgently. It is only in isolated instances that delays are demanded.


While in the Eastern markets the feature is still the buying for prompt delivery in moderate quantities by the general foundry trade, the Western distributing markets report a larger movement among some of the leading melters, the jobbing foundries, however, participating also. Both Cincinnati and Chicago have been quite active. The Westinghouse interests in Pittsburg have bought some round lots of charcoal and coke irons, the aggregate being fully 25,000 tons.


For steel making the volume of purchases of pig has not been large. It is understood that the Steel Corporation may need 10,000 tons more for March, and there were indications of requirements aggregating 40,000 tons for April. These, however, will not come up at once. No buying on the part of this interest in the East has been done, and the alternative of starting the Troy furnaces is under consideration.

There has been a further movement in steel rails. It is understood that the

## TERNE PLATES

"Dominion"  Extra quality, bright finish.

"Dean,"  The old reliable.

"Canada"  Good standard quality.

**A. C. LESLIE & CO.**  
MONTREAL.

## Anti-Freezing Pumps

will soon be in demand.

You ought to lay in a stock of our

Standard  
Anti-Freezing Pumps

before the cold weather sets in.

They are the best line you can handle because your customers will be perfectly satisfied when they find their pumps will work on a zero morning.



Write for catalog and prices

**THE R. McDOUGALL CO., LIMITED**  
Galt, Ont.

**BAINES & PECKOVER**  
TORONTO.

Ontario Agents for

**B. K. MORTON & CO.'S**

## "ALPHA"

HIGH SPEED STEEL

AND

Crucible Cast Steel

Large stock on hand. Send for Stock List

**NOVA SCOTIA STEEL  
& COAL CO., Limited**  
NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

## OPEN HEARTH STEEL



Atchison, Topeka & Santa Fe road has bought 25,000 tons, and that negotiations with the St. Paul and other Northwestern and some Southwestern roads are pending, which will involve about 100,000 tons.

In the structural trade an interesting new feature is the appearance of a considerable number of inquiries for steel buildings for manufacturing purposes. It is definitely known that about 22,000 tons of this class of work will soon be in the market.

The enormous pressure upon the finishing plants of the leading producers from domestic sources has made it necessary to restrict export sales to the quantities absolutely necessary to maintain the foothold acquired in foreign territory. Thus, while during the last year the United States Steel Corporation was shipping abroad at one time at the rate of 100,000 tons per month, commitments are now being kept down to the rate of from 55,000 to 60,000 per month.

### TRADE CONDITIONS IN NEW BRUNSWICK.

Special Correspondence of **HARDWARE AND METAL**.

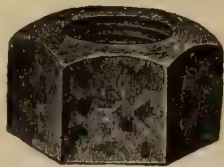
**T**HAT the stove and sheet metal dealers of St. John have time for something besides business was made plain last Tuesday evening when their association held its first annual dinner. The chair was taken by Mr. Philip Grannan, president of the association, with Mr. John E. Wilson in the vice chair. After the menu had been done justice to, some time was passed pleasantly with toasts, music, etc. The toast list was as follows:

"The King," proposed by the chairman and responded to by "God Save the King"; "Our Association," responded to by Messrs. J. E. Wilson, C. B. Allan, Peter Campbell, James Keenan and R. B. Emerson; "The Junior Members," proposed by Mr. Wilson, responses being made by Messrs. W. H. Campbell, S. L. Emerson, John McDade, W. A. Steiper, Thomas Freeze, George Hamm. "The Press" was also duly honored. During the evening the subject of manual training in the public schools was discussed by Messrs. W. S. Fisher, P. Grannan, Peter Campbell and J. E. Wilson. The tone of the discussion was in favor of manual training in the schools and at the regular monthly meeting of the association, held on Monday evening last, a resolution declaring in favor of manual training being added to the curriculum of the schools was adopted.

The trade in skates in St. John this year has been very good. This may be in part due to the increased interest in hockey, which is being taken here or it may be due merely to a desire on the part of an unusually large number of persons to get healthful outdoor exercise. Be that as it may, it is a fact that local dealers have no reason to be dissatisfied with the skate trade. There are many kinds of skates on the market here. Of course the Star skate is bound to be a popular one at all times and is a good seller. Other makes of skates, such as the Baker, continue to have a ready sale. Some of the local speed skaters use skates made in the city, but the number of skates turned out here is not at all large, and there is no sign of any immediate increase worthy of note.

## GILBERTSON'S COMET

Agent: **ALEXANDER GIBB, Montreal.**



### THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

**INGERSOLL, ONT.**

### GALVANIZED FENCE HOOK

FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

**THE WESTERN WIRE & NAIL CO., Limited,**

**LONDON, ONT.**

## FOR STORAGE IN WINNIPEG

Handling and reshipping of goods.

Brick warehouse with track facilities

**MACKENZIE BROS.**

WRITE  
244 PRINCESS ST.  
OR P.O. BOX 579

**WINNIPEG.**

## O - S O - E Z Y

THE BEST HARDWOOD FLOOR DRESSING  
AND FURNITURE POLISH

IN BBL. LOTS \$1.50 PER GAL.

SINGLE GALS., \$1.75.

AGENTS WANTED.

For further particulars write

**O-So-Ezy Mfg. Co., Limited, 205 St. James St., Montreal**

The sale of hockey sticks here is probably somewhat larger than for several years. The number is not yet very great, however. It is estimated that the sales will reach something in the neighborhood of one hundred dozen before the season ends. The sticks sold are of various makes, but your correspondent has been informed that the largest dealer in sticks here will purchase practically all of next season's supply from a Nova Scotia maker.

Traffic conditions, both freight and traffic, have improved somewhat of late, and the improvement is making itself felt. The bad roads continue, however, to hurt business in the country districts.

Payments are still a little slow, but it is said that the banks have been agreeably surprised at the way in which paper has been taken up.

Messrs. Emerson and Fisher have taken part possession of their new building. Their wholesale department has been transferred there already and the transference of the retail department will follow in a few days.

H. Horton & Company, harness dealers, etc., are to be incorporated. The business is one of the leading establishments of its kind in the city.

### NOVA SCOTIA MARKETS.

Halifax, March 6th, 1905.

**T**HE wholesale hardware business during the last two weeks has greatly improved and may now be said to be in a good normal condition and prepared for the opening of Spring trade. The snow blockade, commencing with the first of February, was a serious drawback to trade. Orders on hand could not be shipped, and some of the travelers who were out on the road were stalled at various points, and the work of soliciting new orders was practically at a standstill.

Orders have since been coming in a little more freely from men on the road, and mails are running more regularly, so that regular communication may be kept with headquarters.

At the first of this month all the hardware men had considerable orders on hand, most of which have now been shipped, the only ones remaining being those for the district from Annapolis to Yarmouth, and the South Shore connections, on which the roads have not yet been fully opened up. This week, it is expected, that the railway will be fully opened up, and goods for the South



Shore may be sent via Middleton by the coastal steamers, as the Halifax and South Western—the shore road—is yet wholly blocked.

The general price situation is unchanged, but the tendency for Spring trade is on the line of advance. There is a decidedly firm tone in linseed oil; and in all kinds of builders' materials the dealers expect an advance of at least ten per cent.

About the middle of last month Canadian manufacturers, following the lead of the Americans, made a slight change in prices, which may later be more pronounced.

With reference to the manufacture of wire nails, the information which came from Sydney last week that the A. C. Thompson Co., doing business at North Sydney, had decided to at once start a nail factory. The wire used in the business will no doubt be manufactured at the Sydney Steel Works, and being in the centre of the coal and iron industry, this firm should be able to manufacture to advantage all the nails required for the Maritime Provinces.

### PITTSBURG METAL MARKETS.

Iron Trade Review, March 9, 1905.

**Pig Iron**—Of all the great producing centres in the country, the Valley iron market shows the greatest weakness, and this despite the heavy purchases of iron by the Steel Corporation, Cambria Steel Co., Jones & Laughlin Steel Co., and the Lackawanna Steel Co. The stocks at some of the merchant furnaces are acting as a drag on the market, and until this surplus iron is disposed of, a firmer tone can hardly be looked for. We revise quotations as follows:

Bessemer, Valley .....	\$15 40 to \$15 50
Bessemer, Pittsburgh .....	16 25 to 16 35
No. 1 Foundry .....	17 00 to 17 25
No. 2 Foundry .....	16 60 to 16 85
Gray forge Pittsburgh .....	15 75 to 15 85
Basic, Valley .....	15 15 to 15 25
Basic, Pittsburgh .....	16 00 to 16 10

**Steel**—Shipments of steel from local mills continue to fall below the requirements of consumers, and prompt billets and bars are growing scarcer. Bessemer and open hearth billets for prompt shipment are held at \$24.50 to \$25, Pittsburgh, while sheet bars are held at \$26 to \$26.50. Open hearth rods are quoted at \$32.50 and Bessemer rods at \$32.

**Plates**—Close to 7,000 tons of plates will be needed for the steel riveted pipe for the Pittsburgh filtration plant, while the 21,000 steel car orders on the books of the car builders will require 200,000 tons. The demand for plates in practically all lines is showing considerable improvement, and with steel car works requirements the plate mills are very comfortably fixed on future tonnage.

**Bars**—Unfilled steel bar tonnage is tremendous and specifications are unusually heavy. On some sizes, mills are two months behind and the daily tonnage that is booked is much beyond shipments. One local interest is in the market for 3,000 tons of bar iron, and it is probable that the order will be placed this week. A meeting of the hoop manufacturers will be held in a few days for the purpose of advancing prices, which are too low in comparison with the present prices on bars and bands. Cotton tie prices will also be announced in a few days.

**Structural Material**—Considerable

# METAL LATH

Requires less mortar and 90 per cent. less labor than the inferior varieties that have been stretched until they have little strength left.

The "Hayes" is rigid. It makes a perfect job.

It costs less when applied and plastered than any other. We make it.

You can make money selling it.

### THE METALLIC ROOFING CO., LIMITED TORONTO

business in under consideration and, while the local mills haven't the tonnage in this line in proportion with that booked in other lines, the volume is satisfactory and the outlook exceedingly bright.

**Sheets**—The sheet market continues very strong and independent mills are still inclined to book for only 60-day requirements owing to the uncertainty of the sheet bar market. While an advance in black sheets is expected daily, none has yet been made.

**Wire and Wire Nails**—The spring movement of wire products has already begun and promises to be unusually heavy before the end of the month. Prices remain unchanged as follows: Wire nails, jobbers' carload lots, \$1.80; retailers' carload lots, \$1.85, and less than carloads, \$1.95; painted barb wire, \$1.95 for jobbers in carloads; retailers' carloads, \$2, and less than carloads, \$2.10, with 30 cents for galvanizing. Annealed smooth fence wire is held at \$1.65, with the usual differentials to retailers for carloads and less than carloads. Quotations are all f.o.b. Pittsburgh, 60 days, with 2 per cent. discount for cash in ten days. Iron cut nails are held at \$1.85 Pittsburgh, and steel at \$1.75.

**Merchant Steel**—There is no abatement of demand for merchant steel products and the tonnage on the books of local mills is heavier than at any time in the past two years.

**Old Material**—The old material market is inclined to be quiet and concessions are made on occasional carload lots. However, on large tonnages prices are firm. The seller of Southern low-phosphorus stock is now out of the market, having disposed of all the material the mill had to offer.

**Coke**—Furnace coke for shipment the last half of the year has sold at \$2.50 during the week, while foundry is firm at \$2.75 to \$3, and as high as \$3.25 has been paid. The production of the upper region during the week ending Feb. 25 aggregated 255,879 tons, while the lower region produced 76,554 tons.

### LONDON METAL MARKETS.

From Metal Market Report, March 8, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 50s., and Scotch warrants at 54s., making prices as compared with last week 9d higher for Middlesboro and unchanged for Scotch warrants.

**Tin**—Spot Tin opened easy at £132 17s. 6d, futures at £131 12s. 6d, and after sales of 240 tons of spot and 420 tons of futures closed firm at £133 5s. for spot and £132 for futures, making price as compared with last week £1 15s. higher on spot and £1 2s. 6d higher on futures.

**Copper**—Spot Copper opened firm at £68 1s. 3d., futures at £68 8s. 9d, and after sales of 150 tons of spot and 350 tons of futures closed firm at £68 3s. 9d for spot and £68 11s. 3d for futures, making price as compared with last week 1s. 3d higher on spot and 1s 3d higher on futures.

**Lead**—The market closed at £125 making price as compared with last week unchanged.

**Spelter**—The market closed at £24, making price as compared with last week 2s. 6d lower.

### A DEPARTMENT LIST.

As every importer knows, more or less delay and inconvenience is caused on account of lack of information as to which particular departments at the different ports of entry certain articles should be submitted for valuation. In order to overcome this difficulty the chief inspector of ports is preparing a list of goods showing to which department they should be submitted for appraisement.

The lists are now nearly completed, and will be printed and posted up, not only in the customs house, but at railway stations and other public places.

No doubt this effort on the part of the chief inspector will be appreciated by the importers at the different ports of entry, where there are different department appraisers.



# HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m. Friday, March 10, 1905.)

Office of HARDWARE AND METAL

Room 515 McIntyre Block,

Winnipeg, Man.

A MEETING of the Executive of the Western Retail Hardware and Stove Dealers' Association was held in Winnipeg on Saturday night, March 4th. The executive were authorized at the annual meeting, held here a few weeks ago, to employ a paid secretary, and the matter came up for consideration at this meeting. Hardware and Metal has been informed by President Lindsay that a suitable man has been secured to undertake the duties of the secretary and to act as organizer, but until his resignation has been accepted by the firm with which he is employed the executive do not care to announce his name. In the meantime, as Secretary W. W. Lindsay finds that he is too busy to continue the work, D. Philip, 470 Main street, is secretary pro tem., and all communications should be addressed to him.

\* \* \*

In the retirement of Secretary W. W. Lindsay the association lose the services of a very capable man, and one to whom very much of the credit for the success of the movement is due. Mr. Lindsay is also secretary of the local Winnipeg Association, and probably no man in the West has a better grasp of this kind of work. But the growing needs of the Western Association require the undivided attention of one man, and that, of course, Mr. Lindsay's business interests would not permit him to give.

\* \* \*

Mild Spring-like weather has had a stimulating effect on business, and travelers are sending in good orders. Prices are steady. Linseed oil has recovered the 5 cents which it declined two or three weeks ago.

**Wire**—Trade is becoming more active. Prices are steady and are still as follows:

Barbed wire, 100 lb.	\$2 85
Plain galvanized	6 to 8 3 39
"	9 2 50 2 90
Plain galvanized	10 3 50
"	12 3 10
"	13 3 20
"	14 3 90
"	15 4 45
"	16 4 60
Plain twist	2 85
Staples	3 35
Oiled annealed wire	10 2 96
"	11 3 02
"	12 3 10
"	13 3 20
"	14 3 30
"	15 3 45

Annealed wires (uncoiled) 10c. less.

**Horseshoes** There is not much doing

in horseshoes this week. Values are steady. We quote:

Horseshoes, iron, No. 0 to No. 1	\$4 55
No. 2 and larger	4 30
Snow shoes, No. 0 to No. 1	4 80
No. 2 and larger	4 55
Steel, No. 0 to No. 1	4 70
No. 2 and larger	4 45

**Horsenails**—We quote list price and discounts as follows:

Horsenails, No. 4—1½ in., list price	0 48
" " 5—2 " "	0 32
" " 6—2½ " "	0 28
" " 7—2½ " "	0 24
" " 8—2½ " "	0 22
" " 9—2½ " "	0 20
" " 10—2½ " "	0 20
" " 11—2½ " "	0 20
" " 12—2½ " "	0 20
" " 14—3½ " "	0 20

Discounts on these prices are for "C" brand 40, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

**Wire and Cut Nails**—Prices are firm, with some probability of an advance. We quote:

Cut Nails—	Wire Nails—
2d 1 in.	\$4 00
3d Fin. 1½ in.	4 00
3d 1½ in.	3 65
4d 1½ in.	3 40
5d 1½ in.	3 40
6d 2 in.	3 30
8d 2½ in.	3 15
10d 3 in.	3 10
20d 4 in.	3 05
30d 4½ in.	3 00
40d 5 in.	3 00
50d 5½ in.	3 00
60d 6 in.	3 00
	1 in.
	1½ in.
	1½ "
	1½ "
	1½ "
	2 "
	2½ "
	3 "
	3½ "
	4 "
	4½ "
	5 "
	5½ "
	6 "

**Screws**—Discounts are unchanged. We again quote:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach " "	70 " c.

**Nuts and Bolts**—We quote following unchanged discounts:

Bolts, carriage, ¾ or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ¾ and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" small lots	2½ c.
Hex " case lots	3c.
" smaller lots	2½ c.

**Rivets**—Discounts continue as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	29½
No. 12	33

**Coil-Chain**—We quote again as follows:

Coil chain, 3-16 inch	9.25
" ¼ inch	7.25
" 5-16 inch	5.20
" ¾ inch	4.60
" 7-16 inch	4.45
" ½ inch	4.30
" ¾ inch	4.10
" ¾ inch	4.30

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discount 60 per cent.

**Axe Handles**—We quote:

Axe handles, turned, s.g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
No. 1	1 60

**Files**—We again quote as follows:

" Arcade "	70 and 10 p.c.
" Black Diamond "	60 p.c.
" Nicholson's "	62½ p.c.

**Building Paper**—Trade is becoming very active; prices are steady. We quote:

Anchor, plain	65c
" tarred	70c.
Pure fibre, plain	67½ c.
" tarred	80c.

**Ammunition, Etc.**—We again quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
Ammunition, cartridges, American R.F.	33½ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Eley's and Kynoch's soft, 12 gauge	
black	15 00
chilled, 12 gauge	16 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00
Shot, Ordinary, per 100 lb.	6 25
Chilled	6 75
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" plain	75 and 2½ p.c.
" pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, white	45 p.c.
" Famous	50 p.c.
" Imperial	50 and 10 p.c.

**Cordage**—Prices are firm. We quote:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 25
Lathyrn	11 25

**Axes**—Trade is slack, and we quote:

Axes, chopping	\$ 6 75 to 12 00
" double bits	12 00 to 18 00

**Solder**—Quoted at 21c.

**Bluestone**—In fairly active demand now at \$5.75 per cwt.

**Iron and Steel**—Prices continue steady and business is more active than before. We quote:

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 65
Spring steel	3 00
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb.	9 50
Lessop	12 00

**Black Sheets**—We quote again as follows:

Black Sheets, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

**Galvanized Iron**—We quote:

Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 50
28 gauge	4 50
30 gauge or 10½ oz.	4 75
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75



Ginplate, IC charcoal, 20 x 28, box . . .	10 00
" IX " " " "	12 00
" IXX " " " "	14 00

**Canada Plates**—Prices are steady at former figures. We quote:

Canada plate, 18 x 21, 18 x 24.....	3 25
Canada plate, 20 x 28.....	3 50
Canada plate, full polished.....	4 00

**Pig Lead**—Quoted at \$4.50 per 100 lbs.

Black iron pipe, ½ inch	2	45
"    "    ¾	2	65
"    "    1	3	00
"    "    1 ½	3	80
"    "    2	5	50
"    "    2 ½	7	45
"    "    3	8	90
"    "    4	12	30

Silver Star, per gal . . . . .	20½ c.
Sunlight " . . . . .	21½ c.
Eocene " . . . . .	23½ c.
Pennoline " . . . . .	24½ c.
Crystal Spray " . . . . .	23½ c.
Silver Light " . . . . .	21½ c.

(In barrels f.o.b. Winnipeg.)

White lead (pure) .....	\$5 00 to \$5 50
Bladder putty, in bbls. ....	0 02½
"    "    in kegs. ....	0 02¾
Turpentine, pure in barrels. ....	\$ 84
Less than barrel lots. ....	0 89
Linseed oil, raw .....	0 55
Boiled .....	0 58

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2.25
26 to 40 ".....	2.50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4.00
26 to 40 ".....	4.25
41 to 50 ".....	4.75
51 to 60 ".....	5.25
61 to 70 ".....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches.....	6.30
41 to 50 ".....	7.35
51 to 60 ".....	8.40
61 to 70 ".....	9.45
71 to 80 ".....	10.50
81 to 85 ".....	11.55
86 to 90 ".....	12.60
91 to 95 ".....	14.75
6 to 100 ".....	17.30

## Business Changes

ONTARIO.

Joseph Leduc, tinsmith and roofer, has assigned to W. A. Cole. A meeting of creditors was held on the 7th inst., and the assets are advertised for sale by auction on the 14th inst.

QUEBEC.

Wm. Boyle, tinsmith, Quebec, is dead.  
J. A. M. Pilon, hardware merchant,  
Montreal, has been succeeded by L. R.  
Souliere & Co.

## MANITOBA AND N. W. T.

Hastings & Kissack, dealers in hardware and agricultural implements, Rouleau, have sold out to J. H. Sissons.

Meakin & Sons' brush factory at Hamilton was burned down on Wednesday morning, the loss being \$88,000, with only \$18,000 insurance.

Mr. James Caulfield, who for some time past has been an employee for the firm of J. M. Bond & Co., Guelph, has left for Winnipeg, where he will enter the large hardware establishment of Macdonald, Fleming & Co.

The company has been in existence about a year and a half and manufacture



## CONDENSED OR "WANT" ADVERTISEMENTS.

### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

### WANTED.

**WORKING Partner** (tinsmith) wanted, with from \$600 to \$1,000, to take half interest in hardware and tinsmithing business. References required. Address Box 223, **HARDWARE AND METAL**, Toronto. (10)

**HARDWARE Clerk** wanted. Must be a good stock keeper and salesman. Apply, giving experience, references of last employer, and salary expected, to Box 225, **HARDWARE AND METAL**, Toronto. (11)

**FIRST-CLASS Tinsmith** to go West. Must be a thorough tradesman; intelligent; good estimator; quick and entirely capable of taking charge of his department. Young man preferred. Highest wages paid. Apply with reference to Box 224, **HARDWARE AND METAL**, Toronto. (10)

### SITUATIONS VACANT.

**HARDWARE and store clerk** wanted at once; a hustler only. E. M. Shildrick, Paris. (10)

### MANUFACTURERS' AGENT.

**FIRST-CLASS agent** calling on the Canadian hardware trade to represent us on a commission basis; high-grade mechanics' tools. Goodell Mfg. Co., Greenfield, Mass. (11)

### BUSINESS CHANCES

**THE LOCATORS** — W. B. Herbert, general manager. The largest and oldest exclusive business brokers in Canada. Address The Locators, 62-63 Merchants' Bank Building, Winnipeg, Man. Phone 1888

**HARDWARE store** on the Yorkton branch; nice well established business; turnover \$12,000 per annum; stock, \$5,500; building, \$3,500; cash payment, \$3,000; balance distributed over four years. Locators.

**HARDWARE store** in Manitoba, on the C.N.R.; sound money-making proposition; closest investigation invited; \$1,750 cash; \$800 balance easy. Locators.

**HARDWARE store** in good town in Saskatchewan, yielding net profit of \$3,500; price, \$1,750 cash; \$1,750 on terms; stock in excellent condition. Locators.

**HARDWARE**—For hardware stores consult The Locators, the largest business brokers in the West. 62 and 63 Merchants' Bank Building, Winnipeg, Man.

### MACHINERY FOR SALE.

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

**ONE second-hand gap lathe**; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

**ONE second-hand shafting lathe**, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

## IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

### Turnbull & Henderson

Customs Brokers, Forwarding and Distributing Agents, Vancouver, B. C. Satisfactory service g

about ten sizes of ranges, all their malleable castings and other work being done in Canada. Their goods are sold direct to the retail hardware trade, the company choosing to sell direct rather than through jobbers, and to reach the consumer through the retailer rather than through traveling salesmen. These are points which will be looked upon with considerable favor by the retailers. Any who write for other information should mention Hardware and Metal.

### THE CANADIAN FAIRBANKS CO.

**MR. HENRY J. FULLER**, who for the past six years has built up a monster business in Canada for the Fairbanks Company, has purchased the business of that company in Canada, including all their selling agencies, contracts, organization and warehouse stocks of goods at Montreal, Toronto, Winnipeg and Vancouver.

The Fairbanks Co. did not see their way clear to manufacture in Canada, so Mr. Fuller offered to buy the business in order to reorganize it as a Canadian institution. It has been arranged that the business will be conducted, on and after March 15th, as The Canadian Fairbanks Co., Limited, Mr. Fuller being president and treasurer. It is his intention to erect a large plant for manufacturing in Canada the specialties which they have heretofore imported.

The first move will be to remove the Montreal warehouse into new quarters at 444-446 St. James St. on the first of May next, the old quarters on Craig St. being also retained as the extra space will be needed for the increase of business.

The new company will continue to represent the following companies: The American Tool Works Company, Cincinnati, O.; the American Wood Working Machinery Co., New York City; the American Spiral Pipe Works, Chicago, Ill.; the American Steam Gauge & Valve Co., Boston, Mass.; the Buhl Malleable Co., Detroit, Mich.; the Brown & Sharpe Mfg. Co., Providence, R. I.; the Bignall & Keeler Mfg. Co., Edwardsville, Ill.; Messrs. H. A. Cole & Co., Liverpool, Eng.; the Emmert Manufacturing Co., Waynesboro, Pa.; the Foster Engineering Co., Newark, N. J.; the E. M. Dart Mfg. Co., Providence, R. I.; the Goubert Manufacturing Co., New York City; the H. W. Johns-Manville Co., New York City; the Johns-Pratt Co., Hartford, Conn.; J. J. McCabe, New York City; the Niles-Bement-Pond Co., New York City; the Norton Emery Wheel Co., Worcester, Mass.; the Oneida Steel Pulley Co., Oneida, N. Y.; the Oster Manufacturing Co., Cleveland, O.; the G. M. Parks Co., Fitchburg, Mass.; the Wm. Rutherford & Sons Co., Montreal, Que.; Messrs. Randolph-Clowes

Co., Waterbury, Conn.; the Reed Manufacturing Co., Erie, Pa.; the Reliance Machine Tool Co., Cleveland, O.; the Hiehle Bros.' Testing Machine Co., Philadelphia, Pa.; the Taunton Loco. & Mfg. Co., Taunton, Mass.; Messrs. J. B. Treasure & Co., Liverpool, Eng.; the Warner Instrument Co., Beloit, Wis.; the Union Manufacturing Co. (Chuck Dept.), New Britain, Conn.; the S. A. Woods Machine Co., Boston, Mass.; the T. B. Woods' Sons Co., Chambersburg, Pa.; Messrs. Wilmarth & Morman Co., Grand Rapids, Mich.; the Warnock Mfg. Co., Worcester, Mass.

### ANNUAL GATHERING AND BANQUET.

**THE** annual meeting of the staff of the Ontario Wind Engine & Pump Co., Limited, took place recently at their office in Toronto, when representatives of the company from all parts of the Dominion were present, and matters of general interest and importance were taken up and discussed, and a most gratifying report was brought by all concerning the business done during the past year and prospects for the present one, the report of the Winnipeg branch being especially encouraging.

On the afternoon of the 21st a session was held at the King Edward Hotel, with a banquet following, at the conclusion of which the retiring sales manager, Mr. F. W. Monteith, was presented by the company with a gold chain and locket, also a roll-top desk and chair, together with a gold watch suitably engraved, by his fellow employees. Many expressions of regret at his retiring from the company's service were spoken, with best wishes for his future success on his embarking in business for himself, to all of which Mr. Monteith made a very appropriate reply.

## Bankrupt Hardware Stock for Sale.

The Hardware stock of **MARSHALL & BIE, OIL SPRINGS**, will be sold by public auction at J. W. Jones' Auction Rooms, Dundas St., LONDON, on

**March 15th, 1905,**

AT 2 P.M.

The stock consists of Shelf and Heavy Hardware, Tinware, Tinsmith Tools, Shop Furniture, etc., amounting to about \$4,000.00; new, clean, up-to-date goods, with few chattels, and is a capital chance for anyone, either to continue the business or remove the stock.

Stock sheets can be seen at the office of Meredith, Judd & Meredith, London, Ont., or on the premises.

**A. WILSON, ASSIGNEE.**

(10)

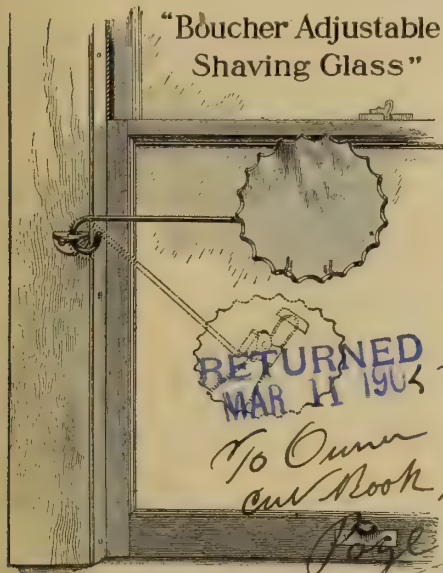
**OIL SPRINGS.**



## SPORTING GOODS AND HARDWAREMEN'S NOVELTIES.

### An Adjustable Shaving Glass.

THE illustration presented herewith shows a neat and convenient article adapted for use in shaving, and for general toilet use. It consists of a chipped edge plate-glass mirror, supported by a bracket which is nickel-



plated. It can be fastened to the window casing, and so adjusted as to catch a strong light upon either side. The bracket which supports the mirror may be easily raised or lowered to any height, and the mirror fixed at any angle. The glass is protected by a metal back, and when not in use, the mirror may be dropped against the wall or casing, thus occupying the minimum of space.

The article is manufactured by the Caldwell Manufacturing Company, Rochester, N.Y., who have not yet introduced it upon the Canadian market, but expect to do so during the coming season. Dealers writing for information will favor us by mentioning Hardware and Metal.

### What We Have All Been Looking For! BOWERS' FILE AND TOOL HOLDER.

Pat. June 18, 1901.



It keeps the benches clean, and files and tools sharp. It holds 47 files, and occupies a space 15 x 5 inches. It is strong and cannot break. It costs only ONE DOLLAR. Easily attached to the wall. Send for circular.

### Handy Tool Holder.

The accompanying illustrations show Bower's file and tool holder in two posi-

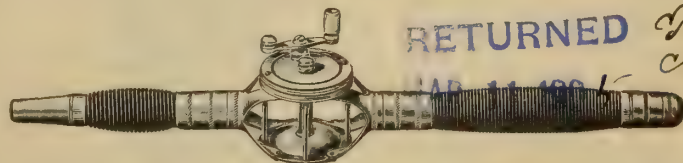
tions, open and closed. The article is a handy one and is sold at a moderate price. It is being pushed extensively on the Canadian market and should prove a good seller.

### Trade Woodenware.

The Lally Lacrosse Company, Cornwall, who have built up a large business as manufacturers of high-grade lacrosse sticks, intend branching out into the making of adze and round eye hammer handles, machinists' hammer handles, stone, pick and hatchet handles, etc. They report that they will be able to supply orders about August 1st.

### Combination Reel and Handle.

A novelty in a combination reel and handle which should prove most popular with fishermen is illustrated herewith. It is manufactured by the Horton Mfg. Co., Bristol, Conn. The reel is on a line with the centre of the handle, thus equally dividing the weight, and producing a perfect balance, because it will not turn in the hand. Then again a most perfect action of the reel is afforded as it does not turn to the under side of the rod; it hangs naturally, the spool being easily controlled by the thumb. The reel is all metal with polished steel pivots and bearings, finished in very



heavy nickel plate. It has a quadruple action with click and drag, also screw off oil caps and ivory balance handle. The spool is very free running, holding 80 to 100 yards of line.

### The Bicycle Not a Fad.

Not many fads live after they have passed the "Frenzied Stage." If they do, it is a good sign that there is something of sterling value forming the foundation. To qualify this assertion, we might make a very wide comparison between the history of the bicycle and that which was at one time an unusually popular pastime—roller skating. The roller skate is now part of the history of fads; but the bicycle has come out of that realm of public fancies to take its place among the necessary articles of modern life.

Just as the lawn mower and the reap-

er replaced the scythe, so the bicycle has replaced the horse as a time saver. And the bicycle is one of the hardware merchant's paying lines.

The indications are that this year the wheel will become even more popular. The different manufacturers are making big preparations to advertise their bicycles extensively throughout the Dominion and this will, no doubt, further stimulate the present demand. By securing an early stock of wheels the hardware merchant would help considerably this general movement besides attracting trade to his store.

### A TAG STAPLING MACHINE.

A new novelty that is being offered the trade this Spring is illustrated herewith, the cut showing the principle on



which the machine works in attaching the tags to boxes or other goods to be shipped. The name of the novelty is the "Hotehkiss Automatic Tag Machine."

### ACTIVITY IN GUN BARRELS.

ACCORDING to a report from Belgium, the price of steel gun barrels has advanced almost one hundred per cent. in the last few weeks, and manufacturers refuse to quote prices for future delivery. This rise is attributed to the advance in the price of steel. All the gun-barrel manufacturers are running full time and are taxed to the limit of their capacity. A manufacturer of note here, having one of the largest plants in the world, informs me that he has already booked orders for the United States for over 100,000 gun barrels, and that orders are coming in more rapidly than ever before. This condition with regard to gun barrels reflects similar conditions in the manufacture of guns. The trade is at present booming, and 1905 promises to be a record year in the industry for which Liege is noted.



## PAINT, OIL AND BRUSH TRADES

### Unbreakable Glass.

A REPORT made some time ago by United States Consul McNally at Liege, Belgium, of the unbreakable glassware made by a firm in that city has attracted world-wide attention, and it has been necessary for that gentleman to make a supplementary report on the matter, covering the inquiries which have reached him from all parts of the globe, says The Paint, Oil and Drug Review. It is rather surprising that a thing which should command such a general interest could have been carried on so long without being discovered, for this particular industry has thrived in a small way for twenty-five years. The reason that it is not better known is probably because of the increased cost of the material, but it is contended that, while the first cost is greater than that of ordinary glassware, it is in the end much cheaper, as it is almost everlasting.

The hardening process is the invention of a Frenchman, A. De La Bastie. Hardened glass presents such difficulties of manufacture that only simple objects can be produced with such economy that the price is not an obstacle to their sale. The consequence is that, with the exception of a few unimportant specialties, only two articles are manufactured at the present time. These are dishes of agatine and tumblers of hardened glass.

The term "unbreakable" glass is an exaggeration, but there have been plates of this agatine ware hurled from one end of a large storeroom to the other over a cement floor without damage. This experiment was repeated several times without the slightest indication of cracking or chipping. But the article which on account of its form is the most convenient to manufacture and which has no rival in its power of resistance is the tumbler, in all forms and shapes as used daily by millions of persons in cafes, hotels and bar-rooms.

### Paint for Machinery.

A good paint for stacks and boiler fronts is asphaltum cut down with turpentine to the right consistency; coal tar mixed with graphite and thinned with

torpentine is good also. Steam pipe used for heating should not be painted, but can be given a thin coat of lampblack and linseed oil, which will greatly improve its looks.

### The Kohler Wall Scraper.

The accompanying cut represents a wall scraper being manufactured by F. E.



Kohler & Co., Canton, Ohio. The model is made of the best grade of bright cold rolled steel, with a handle well adapted to the use for which it is designed.

### New Inventions.

A SIMPLE device for holding paint-cans on sloping roofs, which has been patented in the United States, consists of a metal band to one

side of which are attached two pointed legs which extend a sufficient distance below the bottom of the can to reach the lower part of the roof slope, allowing the can to stand in a perfectly level manner.

Another invention of note is a painting machine which uses brushes fixed to a frame constructed in such a manner that it can travel in both horizontal and vertical directions. The patent reads as follows: "In a machine for painting walls and other like surfaces, the combination of a main frame adapted to be supported adjacent to the wall, a brush on said frame for supplying the material to the wall, means for gathering the material from a suitable source of supply and feeding the same to the supply brush, brushes on said frame for spreading the material on said wall, mechanism for operating said supply brush, gathering means and spreading brushes, means for permitting the main frame to travel along said wall, and means on said frame for forcing the spreading brushes out of line for contracting with said wall."



The Paint you ought to sell is the paint that will not only bring back a customer, but one with quality so good as to justify him in recommending it to his friends.

## Hollywood Paint

Paste, Ready-mixed, Floor

is the paint of quality. It wears on the job, not off it.

The **Imperial Varnish**  
**and Color Co., Limited**

TORONTO



## TO THE VARNISH . BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

# OILS = OILS = OILS

IMPORTED LINSEED,

Raw, Boiled or Refined

STEAM REFINED SEAL,

STRAW SEAL,

STRAW PORPOISE, CHOICE WHALE,

NEWFOUNDLAND TANKED COD,

GASPE COD

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## D. RATTRAY & SONS

Import and Export Commission

QUEBEC

MONTREAL

OTTAWA



# Announcement

To better accommodate our customers in Manitoba and the Northwest, we have pleasure in informing the trade that we are now opening a warehouse at No. 76 Lombard St., Winnipeg, where we will carry a full line of all our products, such as English Liquid House Paint, Anchor Floor, Roofing and Barn Paints, Brandram's B.B. White Lead, Anchor White Lead, Colors in Oil, Colors in Japan, Enamels, Dry Colors, Marbleine Wall Tints, Varnish, Putty, Etc., Etc.

We take this opportunity of calling attention to the superior quality of our ENGLISH LIQUID PAINT. The only white lead used in this paint is BRANDRAM'S B.B. GENUINE, the world's standard for body covering power and whiteness. This, combined with our thirty years' experience, modern methods and factories, produces a liquid paint that is unequalled.

Mr. J. Irwin will have charge of our Winnipeg Branch, and Mr. H. V. Lawlor will represent us on the road in Manitoba and the Territories. Should anything be required before he calls, mail orders to our Winnipeg Warehouse will be promptly attended to.

## HENDERSON & POTTS COMPANY, LIMITED

ESTABLISHED 1874

HALIFAX. MONTREAL. WINNIPEG.

## Paint and Oil Markets

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 10, 1905.

ORDERS for Spring business pouring in freely. Recent advance in linseed oil, due damage to flax seed in India, has now been checked. No further advance expected. Turpentine in good demand. Rumor states that stocks are held by a few speculators. Prices may advance. Ready-mixed paints have good demand. All market prices remain same.

**Canadian Paris Green**—Government standard pure Canadian Paris green, has advanced 2c. per lb. and is quoted: barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels, 77 c per gallon; 2 to 4 bbls., 76c per gallon; for smaller quantities than bbls. 5c extra per gallon is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Linseed Oil**—Raw, 1 to 4 bbls., 43c.; 5 to 9 bbls., 42c.; boiled, 1 to 4 bbls., 46c.; 5 to 9 bbls., 45c., f.o.b. Montreal, net 30 days.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c. in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c. in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs: No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, March 10, 1905.

PAINT and oil markets this week have been well up to the average, sales being considerably over last year, when shipments were very slow owing to the railway blockade. Barring labor troubles the trade this year will be one of the largest in the history of the country, and will be especially good in the large cities. So far the sales have included a general assortment, although less oil has been sold owing to its scarcity. The prices quoted for linseed oil and turpentine last week, when advances were made, have been well maintained, and as both these lines are scarce and very firm none of the houses are pushing the trade. Paris green is not being sold in large quantities yet, but a rush in this line is expected very shortly. Glass is growing scarcer, and prices continue very firm. The following extracts from market reports from Savannah, Georgia will give an idea of the conditions prevailing in the South:

"During the past week the turpentine market was firm, with a demand that more than took the receipts, the sales touching on the speculative. The receipts for the week were but 341 casks, while reported sales were 1,332 casks.

"The demand for resins shows no sign of abatement. Especially is this true of the lower grades. Of the four or five top grades the receipts are of little consequence, and whatever demand there is for them at this season of the year must be supplied from any stocks the large buyers control, which are generally understood to be very small. 'G' and below are now higher than at any time in twenty years or more. Despite this there is such a strong feeling in the market that factors appear to anticipate even better prices. The naval stores year of 1904-05 is chiefly distinguished by the wonderful values attained and maintained by all grades of resin."

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be changed for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$4.50; ditto, in kegs of 100 lbs,



## WAGNER'S CARRIAGE PAINTS

This line has a wide fame, and is regarded as standard by carriage makers. It is important that you should know that we are the only firm manufacturing, or who have ever manufactured this particular line of colors for the trade.

—Many Imitations are offered. Be on your guard.

—Wagner's Carriage Paints are excellent for refinishing vehicles in an easy, handsome and economical manner. They are perfectly adapted to finishing anything inside or outside requiring a double gloss finish; also for ornamental purposes.

Quarts, pints, half-pints. Send for prices.

THE STANDARD PAINT & VARNISH CO., LIMITED,

WINDSOR, ONT.

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

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## PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the  
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.

## McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

## GLUES

of every kind, and for every purpose. Our glues enjoy large sales in almost all countries of the world, and our brands are generally to be seen amongst good stocks of glues. We believe we are giving better value than any other manufacturer, and we want to submit our lines to the Canadian test. Samples gladly sent in reply to enquiries.

GROVE CHEMICAL CO. Ltd., Appley Bridge,  
Lancashire, Eng.

## We Have the Glass You Want

—THE PRICE IS RIGHT.—

Our Distributing Centres keep down your freight charges and give a speedy delivery

The Consolidated Plate Glass Co., of Canada, Limited

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Paint that Paints  
is the

“Island City”  
Brand

for houses, inside and outside.

P. D. DODS & CO., Montreal  Toronto  Vancouver



# A MARRIED MAN'S REQUEST!

"You must wake and  
"Call me early,  
"Call me early, Katie dear,  
"Because the house and steps  
"Need Painting  
"And the summer sun is near!"



Be sure  
that the **PAINT** is made by

**THE  
CANADA  
PAINT  
COMPANY  
LTD**

"UNANIMOUSLY  
"CONCEDED—  
"IN  
"ALL  
"THE  
"WORLD  
"NO  
"PAINTS  
"LIKE  
"THESE.

\$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 47c; boiled 50c; 5 to 9 barrels, raw, 46c; boiled, 49c, Toronto, Hamilton, London, and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single bbls, 78c; 2 to 4 bbls, 77c; 5 bbls and over, open, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders' ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

## Window Glass.

MONTREAL.

A steady increase in the demand for glass has warranted the wholesale dealers in advancing the price of ordinary glass 20c. on the smaller sizes and 50c. on the larger. A decline of 5 per cent. on diamond and 7 2-3 per cent. on double thick is noted. Terms are now three months, instead of four, and the discount is two per cent. instead of three per thirty days. Wholesale merchants have realized that stocks are very low, and efforts to cultivate the trade have desisted. When questioned, the retail merchants claimed they were purchasing to supply only the immediate demands of their customers. If this be the case, the conditions are far more serious than was at first anticipated, and, if the present demand continues, the prices will likely advance frequently before the arrival of Spring shipments.

We quote the following prices: First break, fifty feet, \$1.90; second break, \$2; first break, 100 feet, \$3.75; second break, 100 feet, \$3.95; third break, 100 feet, \$4.50; fourth break, 100 feet, \$4.75; fifth break, 100 feet, \$5; sixth break, 100 feet, \$5.50; seventh break, 100 feet, \$6.00; and eighth break, 100 feet, \$6.50; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 10 per cent., and for double thick it is 25 per cent. Terms three months, and 2 per cent. discount thirty days.

## Petroleum.

**Refined**—Trade is steady, and no change is expected, until navigation opens. We quote: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

## Oil Fuel in B.C.

With a capacity of 30,000 barrels, or 1,200,000 gallons, the steamer Argyle of San Francisco is the largest oil-tank steamer on the Pacific. She recently discharged 10,000 barrels of crude oil into the B.C. Sugar Refinery's oil tanks at Vancouver, B.C., that fuel being used exclusively now by the refinery people. As the Argyle had 25,000 barrels of oil in her holds altogether, she was compelled to come to Vancouver first, as she could not get over the Columbia River bar with such a draft as that load caused. After lightening herself she was able to proceed to Portland, where she discharged the remainder of her cargo. The steamer is so equipped that her whole cargo can be pumped out in four hours.

## Extinguishing Oil Fires.

A 50-barrel tank of oil in Coalinga, Texas, was set on fire recently by a workman who attempted to temper a piece of hot steel by thrusting it into the oil. It has been the custom in the past to temper steel in this fashion, and this is the first time that the oil has ever ignited. The firemen were called out, and they assisted in drawing off the oil from the bottom, and when the tank was nearly empty the flames were extinguished. This prompt action prevented a serious conflagration.



**BURLAP.**

**B**URLAP, as a substitute for wall paper, is opposed by physicians on sanitary grounds. The rough surface gathers the dust quickly and provides a breeding place for numberless kinds of germs. This objection is met to some extent by covering the burlap with a coat of paint, but even then the hairy surface soon becomes dusty. This is an unfortunate defect, as the effect of burlap is exceedingly rich and attractive.

A substitute for burlap is made in Japan, which obviates the difficulty, and has the additional merit of being cheap. It is made of pulp, and so is free from the



A modern example of scroll and floral design in coloring suitable for parlor, hall or dining-room decoration, manufactured by Stauntons Limited, Toronto.

hairs which are the chief source of trouble in the original article. The success of the Japanese in the manufacture of mattings would lead one to believe that this product will become a noticeable feature in the wall decorations of the future.

**KNOW YOUR STOCK.**

A correspondent writes to an exchange:

"Good male help is the only kind we employ in our paper department. We compel them to become perfectly familiar with the stock and every detail of the business, as herein lies the success or failure of the department.

"The stock must be kept in such a way that any pattern or roll can be found at once, and it must be free from all small lots. We employ our own paper hangers, for the reason that they will do their best to hang it in such a way that it will insure us future work, while outsiders often lay poor work on the paper, while they themselves are to blame."

**WALL PAPERS**

FOR PANEL DECORATIONS.  
FOR WALLS AND CEILINGS  
YOU SHOULD HAVE THREE  
OR FOUR OF THE MOST  
POPULAR COLORS IN OUR

No. 2639

THE BORDER ON THIS  
ADVERTISEMENT SHOWS  
BORDER AND CORNER  
DESIGN.

SAMPLES ON APPLICATION.

**STAUNTONS**  
**LIMITED**  
**TORONTO**

**McArthur, Corneille & Co.**

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**Glue and Gelatine**

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

**MANUFACTURERS AND IMPORTERS OF . . .**

**White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.**

**SELLING AGENTS IN CANADA**

For the **GENUINE**  
**Imperial French Green**  
of **JOHN LUCAS & CO.,**  
**PHILADELPHIA.**

And **CELEBRATED**  
**English Varnishes**  
of **CHAS. TURNER & SON,**  
**LONDON.**

Please mention **HARDWARE AND METAL** when writing.



**THE EVOLUTION OF NAILS.**

A common nail is an excellent illustration of the difference between old and new methods. Formerly the metal was cut into strips and then forged into shape with hammers, and an expert took about one and one-half minutes for each nail. To-day they are made of steel, and are lighter and stronger. Strips are cut with steam shears and fed into automatic nail machines. One man tends three machines, each machine dropping a nail every second. He turns out a hundred-pound keg of nails in less than two hours, a work that once would have taken him twice as many weeks.

**"EVERSTICK RUBBER."**

The control of the patents for the manufacture and sale of the "Everstick" invisible rubber in Canada has been obtained by the Canadian Rubber Co., of Montreal. This company reports that the demand for this rubber in Canada is phenomenal, and that, considering per capita of population, the sale of this rubber will possibly be a greater success than in the United States. No doubt the aggressive advertising methods of the Canadian Rubber Company is responsible for this, as this feature of the company's business is looked after very thoroughly.

**FIRE NOTICE.**

The fire which occurred in our works on the morning of the 3rd inst., destroyed the Screen Cloth painting tower. We have already taken steps to rebuild this and hope to resume shipments of Screen Cloth very shortly.

All other departments of our works are running as usual.

The B. Greening Wire Co., Limited,  
Hamilton, Ontario

**GALVANIZED ROWLOCKS.**

A firm of ship chandlers in Victoria, B.C., recently inquired of Hardware and Metal if any Canadian manufacturer was engaged in making galvanized rowlocks, a considerable demand for which existed on the coast where the fishing industry is a large one. There appears to be none, however, who are looking after this trade, all of this class of goods upon the market here being imported from the United States. Any manufacturer who desires to look into the extent of the demand for these goods should write Messrs. Peter McQuade & Sons, Victoria, B.C.

# ADVERTISERS

## IN HARDWARE AND METAL

is your "copy" all ready and in our hands for the Special Spring Number of **HARDWARE AND METAL** which is to be issued

**SATURDAY, MARCH 25TH**

Attend to this matter at once. If desirous of increasing your space for this issue advise us without delay.

The exhaustive circulation which this issue will have among the Hardware, Plumbing, Tinware and Foundry interests in Canada makes it particularly valuable for special announcement. Non-regular advertisers should certainly employ this number generously.

Address correspondence to nearest office.

**HARDWARE AND METAL**  
**MONTREAL TORONTO WINNIPEG**

# THE RESERVE FUND

Of any dealer or manufacturer is **his honor**. Some have a good sized bank account, but that won't build up, and keep up his trade, unless he has with it the reputation of square dealing, and the goods he sells come well up to his recommendation.

If one **buys cheap kalsomine preparations**, either **imported**, or made **in this country**, and is in the habit of telling a customer it is "the same thing, or just as good as" **CHURCH'S COLD WATER**

# ALABASTINE

or that **superior kalsomine, JELLSTONE**, he is drawing hard on his reserve fund, whether it be money in the bank, or his reputation for selling goods that are as represented, and true in both name and nature.

We are **constrained** to make this observation from the fact that parties have **sent us goods**, bought for our make, that were in fact nothing but cheap kalsomines, with nothing to recommend them except that they are mixed in cold water, a feature that is patented, and the patents owned by this Company. No one ever heard of cold water wall-coatings that were successful, until **Alabastine** was developed and patented by **Mr. M. B. CHURCH**, the original inventor of hot water process Alabastine.

Beware of counterfeits and imitations. Genuine **ALABASTINE** and **Jellstone** are sold by jobbers or direct.

Address

**The Alabastine Co., Limited, Paris, Ont.**



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

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ONT. WIND ENGINE & PUMP CO. LIMITED.  
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## "THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

**CHARLES D. PHILLIPS,**

Cables— Emlyn Engineering Works  
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**Stitched Cotton Duck Belting**

MADE IN CANADA



MADE IN CANADA

"Maple Leaf" is made of the best cotton duck woven to our special formula.

"Maple Leaf" is the truest running belt on the market.

"Maple Leaf" is superior to either Rubber or Leather, and in many places will do work that no other make of belt will.

"Maple Leaf" is suitable for all kinds of factories, mills, etc., for power and carrying

Main Drive Belts a specialty.

Ask for "Maple Leaf" and take no other.

**Beware of Imitations**

MANUFACTURED ONLY BY THE

**DOMINION BELTING COMPANY**

Limited  
HAMILTON, ONTARIO.

Use our "MAPLE LEAF" Belt Dressing.

## ACME LATHE & PRODUCTS CO., LTD.

MANCHESTER.

SQUARE AND HEXAGON CAP SCREWS, SQUARE AND HEXAGON SET SCREWS, BRIGHT FINISHED NUTS, WASHERS, ETC. Prompt deliveries made out of Canadian stock. Write for trade discounts.

Canadian Agents,

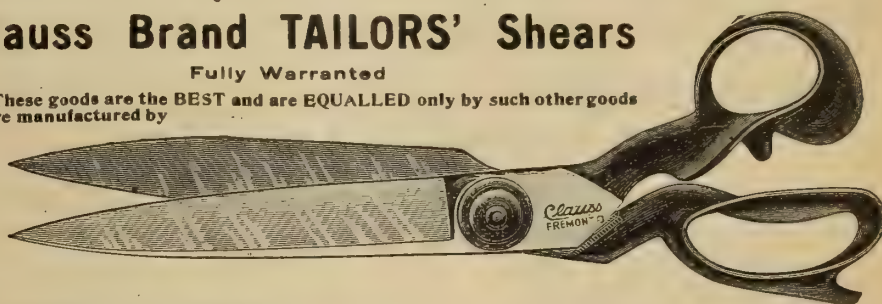
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Board of Trade Building, MONTREAL.

## Clauss Brand TAILORS' Shears

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by



Write for Trade Discounts.

**CLAUSS SHEAR CO.,** 169 Spadina Ave., Toronto, Ont.

## H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

**12, 16 and 20 Gauge  
Steel and Twist Barrels**

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.



"Simplest  
Take Down"  
Gun Made

**HARRINGTON & RICHARDSON ARMS CO.**

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

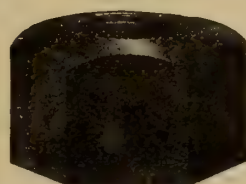
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NO. 1  
STAR  
SPECIAL  
HERCULES  
METALLIC  
IMPERIAL

THE  
QUALITY & PRICE TO SUIT  
ALL GRADES OF WORK.  
**CANADA METAL CO.**

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

## BUY DIRECT AND SAVE MONEY



## COLD PRESSED NUTS

Finished, Semi-Finished, Case-Hardened, Polished, Plated, etc.

CAP SCREWS  
SET SCREWS

THUMB SCREWS  
MACHINE SCREWS

Special Discounts to the Trade.

**CANADA FOUNDRY COMPANY, Limited**

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—A—  
**GREAT POLISH**  
 FOR METALS.

If you don't know it, it will pay you to write for information.

H. F. FALKNER, Sales Agent.  
 60 George St., TORONTO



**Oakey's**  
**'WELLINGTON'**  
**KNIFE POLISH**

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL.**



THIS IS THE BANNER COLD BLAST LANTERN. BRILLIANT LIGHT. WIND PROOF Standard Bearer for 1905.

For sale by all prominent Hardware and Crockery Jobbers. The same price as smaller and inferior makes. Ask for the "Banner."

**Method of Testing Solder.**

One method of testing the quality of the solder is to hold a bar near the ear and attempt to bend it. If there is a very small percentage of tin there will be very little noise attending the bending process, while if the solder is at least half tin or more a very pronounced creaking noise should be heard as the solder bends.

## STOVES AND TINWARE.

**New Stove Warerooms.**

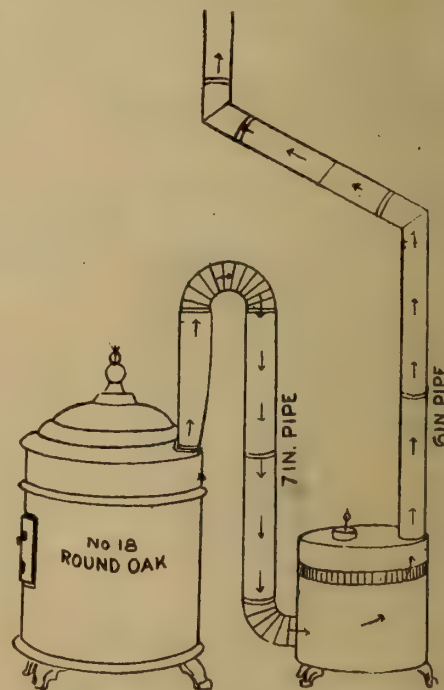
THE new wholesale stove warerooms of the Guelph Foundry Co. at 176 Victoria street, Toronto, are centrally located, and should prove a great convenience to the company's customers in and around Toronto. Branches had already been established at Montreal and Winnipeg, and the new warerooms, therefore, make three supply depots for the company's business. Mr. O. Vickery, who sold the first dollar's worth of goods for the company, is the manager of the Toronto branch. A purely wholesale business will be done, and besides carrying a large stock of stoves, ranges and furnaces, a full line of samples will be shown, and a supply of parts will be kept in stock for repairs. The company has already gotten nicely settled, and have made a fair number of sales, the chief line they are pushing at present being the "Grand Idea" range.

The company have recently added a new line of goods—base burners and Quebec heaters. The patterns of the base burners are of an entirely new design, being named the "Regal Universal." These stoves will be sold in two sizes, 14 and 15 inch firepots. They have all the latest conveniences and points of excellence, and will no doubt be appreciated by the trade.

**Recovery of Tin from Waste.**

WE recently came across the statement in some metal statistics that there is now a large salvage of old tin, says an English exchange. As the question is both interesting and important, it may be worth while briefly considering the matter in relation to that branch of the trade to which the attention of inventors of recovery processes has been mainly described, viz., the recovery of metallic tin from tin-plate scrap. It is noticeable that much less is heard of this industry now that people have become accustomed to the continuance of high prices for white metal, and have seen that consumption remains favorable despite high values. Nevertheless, the subject is not one which has been lost sight of, and plants for the electrolytic treatment of tin-plate are in existence, both on the Continent and in Great Britain. While, therefore, the commercial success of the process is

not anything like the present level of prices demonstrated, there are economical considerations which must serve to keep this source of supply from seriously competing with new metal. The tendency of improved machinery in tin-plate mills has been to reduce the quantity of tin required, and it is generally accepted that about 2 per cent. of white metal is the average which ordinary plates may be expected to carry. This is above the average value of tin lodes at the present time, being, in fact, about equal to a 45 lb. produce. It is claimed that all the tin present can be recovered, which with tin at £130 per ton, is equal in value to about £2 12s. per ton of scrap. Moreover, the steel plates from which the tin has been recovered, when pressed and briquetted, can be realised at a good profit. This is a proposition which no doubt should pay well where a plentiful supply of scrap is at hand, but if it has to be collected and freights paid, the aspect is not so satisfactory.



**A Clever Heating Idea.**

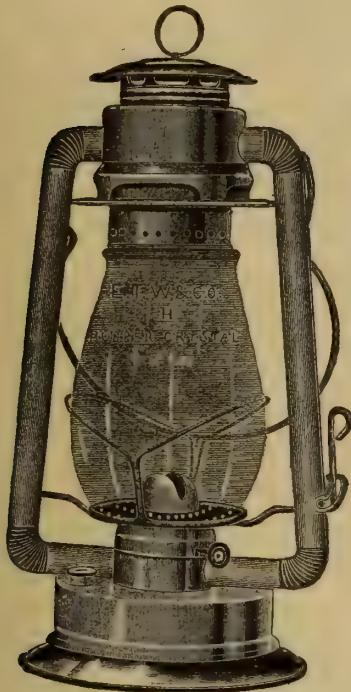
George L. Rose, of Fishhook, Illinois, has adopted a novel plan to heat his storeroom, 25 x 100 feet. He had a straight draught flue from his heater, and had a great deal of trouble in heating the storeroom, so he experimented by connecting a sheet iron stove, as shown in the accompanying illustration. He finds that a great deal of heat is radiated from the sheet iron stove, and since making the change has secured more heat from less than half the fuel formerly used.



## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Don't book your order for Lanterns until you see our improved **COLD BLAST LANTERN** and get our prices for 1905. We lead, others follow.  
E. T. WRIGHT & CO. HAMILTON, ONT.



This design a guarantee of quality

**Manilla Paper | Fibre Paper**  
SMOOTH, TOUGH, BRIGHT, CLEAN  
ALL SIZES AND WEIGHTS  
THE TOUGHEST OF THE TOUGH  
ALMOST WATERPROOF

SAMPLES AND PRICES  
GLADLY SENT.

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TORONTO LIMITED MONTREAL

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you require a cheaper quality sheet than

# "SWORD & TORCH"

ASK FOR

## "THREE CASTLES & KEY"

specially made for corrugating purposes—PRICE LOWEST.

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**T. W. & J. WALKER,**  
WOLVERHAMPTON

## CUTTS'

# All Metal Window Screens

—a big success in 1904; will be a bigger success in 1905.

SEND FOR PAMPHLET.

**C. M. CUTTS & CO.,** SOLR MAKERS Toronto Junction, Ont.

Selling a range is different from selling a pair of shoes. When a customer comes to you to buy a range he has been thinking the problem over. A general recommendation will not satisfy him—he wants particulars, and good ones at that. It is going to cost him considerable money and he wants to know the reason why he should buy the range you recommend.

If you sell the

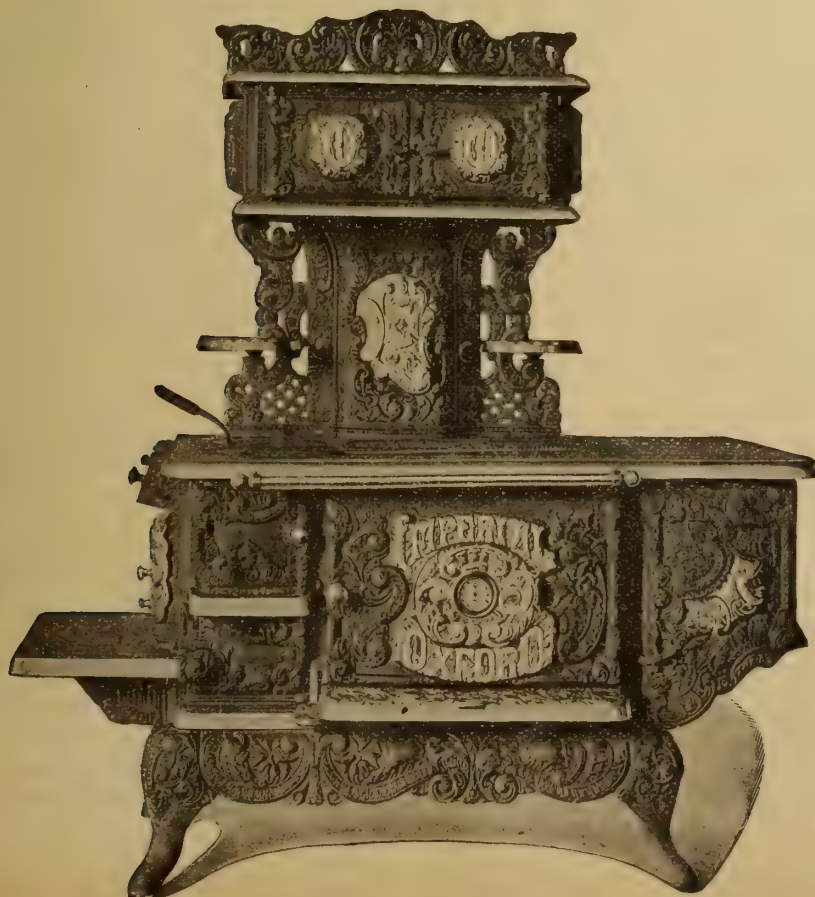
# Imperial Oxford Range

You can prove to him why it is the best cooking and baking range on the market. The Imperial Oxford has many excellent points of superiority which are exclusive to it. The force of these points is easily demonstrated to a customer.

**The Gurney Foundry Co., Limited**  
TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:

The Gurney-Massey Co., Limited, Montreal, Que.;  
The Gurney Standard Metal Co., Limited, Calgary, Alta.

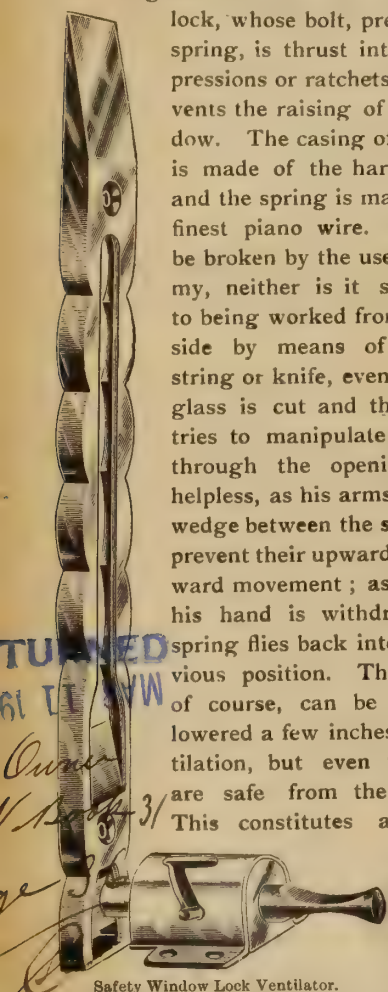




# BUILDING AND CONSTRUCTION

## A New Window Lock.

THE accompanying illustration shows the safety window lock and ventilator, manufactured by The Safety Window Lock and Ventilator Co., 21 Quincy street, Chicago, Ill. This new and taking lock consists of a ratchet and lock, whose bolt, pressed by a spring, is thrust into the depressions or ratchets and prevents the raising of the window. The casing of the lock is made of the hardest steel and the spring is made of the finest piano wire. It cannot be broken by the use of a jimmy, neither is it susceptible to being worked from the outside by means of a wire, string or knife, even when the glass is cut and the burglar tries to manipulate the lock through the opening, he is helpless, as his arms act as a wedge between the sashes and prevent their upward or downward movement; as soon as his hand is withdrawn, the spring flies back into its previous position. The sashes, of course, can be raised or lowered a few inches for ventilation, but even then they are safe from the burglar. This constitutes a distinct advantage for the safety lock, as it enables the person using this lock to secure fresh air and not sacrifice security to health. When it is desired to raise the sash to its full height, all that is necessary is to pull out the spring bolt, preventing the nut from entering the large opening at the bottom of the slide, and when opening is passed the nut slides easily against the outer surface of the groove. The trade should find it a good seller.



Safety Window Lock Ventilator.

six feet seven inches at the top, has been built by the Russian Government in the Gulf of Riga, near the port of the same name. The tower was calculated to resist a wind pressure of 564 pounds per square foot, and for this purpose the foundations are carried 8 feet 3 inches below the ground. The concrete encasing the steel skeleton in the walls was mixed—six hundred pounds of Portland cement to each cubic yard of clear, sharp sand and gravel. The concrete in the structure weighed 342 tons, and the steel used for reinforcing weighed 111 tons, the total weight of the structure being 453 tons.

## Building Conditions in Russia.

The Winter Palace of the Czar is a fitting centre from which to carry on the fell work of repression allotted to Trepoft. Almost every stone of the walls and every square yard of the plaster lining them cost a life. Nicholas had given the order that the palace must be rebuilt in a year, and what was human life against the despot's will? Six thousand men were kept at work day and night, with the palace heated at 30 Reaumur to dry the walls rapidly, while the temperature outside was often 30 degrees below zero Reaumur. The men could only work with ice packs on their heads, and, experiencing a daily change of 60 degrees, they died by the score every day. By the end of the year the death roll was some thousands, but the palace was finished.

## B.C. Lumber for N.W.T.

The Victoria Lumbering & Manufacturing Co., of Chemainus, B.C., have already contracts on hand for supplying not less than thirty million feet of lumber to points in the Territories during the present year. The magnitude of this amount of lumber may be appreciated when it is considered that it means no less than fifteen hundred car-loads of lumber, or a daily shipment of nearly 85,000 feet. The Chemainus mills have on hand a large number of logs, and the sending of this immense amount of lumber will keep the big mills pretty

busy. The plant is of large capacity, capable of cutting some 200,000 feet of lumber a day. This output for the Territories will equal what the mills now annually ship by water to foreign ports, their rail shipments being in addition from twelve to fifteen million feet.

## Turnstile Doors Unsafe.

Under the regulations of the building department of the City of Baltimore, turnstile doors for office and other large buildings are pronounced dangerous, and therefore cannot be lawfully maintained. Such doors are improper exits, and cannot be operated quickly enough in case of a panic. The order has therefore gone out that all such doors must be removed.

## Formula for Concrete.

Formulas for concrete are about as numerous as are the recipes for pie. The following is one that has just been lately received: Foundation work—One part of cement, three parts of plain sharp sand, six part stone or broken brick so as to pass a two inch ring, properly moistened, will make a good strong foundation. A gentleman with practical experience claims that good concrete can be laid for from \$2 to \$2.25 per yard. Cellar floors and sidewalks can be laid down furnishing everything for twelve to fourteen cents per square foot super.

## Concrete Items.

The recognition of re-enforced concrete as a construction material is spreading, and Spain is among the latest nations to emphasize its appreciation of this form of building. In a recent letting of a bridge some 300 feet long at the town of St. Sebastian, where the limit of cost was about \$100,000 and the materials were limited to cut stone, rubble masonry or re-enforced concrete, the jury after considering some 14 plans excluded stone construction entirely, saying that "the spirit of the characteristic progress of the actual period required the use of re-enforced concrete as the material most modern and most proper to give to the work the condi-

## A Lighthouse of Reinforced Concrete.

A circular lighthouse one hundred and thirty-one feet high, by twenty-eight in diameter at the base, which contracts to



# **"DOMINION BRAND" ROOFING PITCH** **TARRED FELT COAL - TAR** (THE OLD RELIABLE QUICK SELLER)

WHEN YOUR  
TRADE DEMANDS

## THE BEST

ROOFING  
MATERIALS

CONSULT THE WELL-KNOWN MANUFACTURERS

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

# PAGE "ACME" NETTING

150-foot roll, 4 feet high.....\$4.00  
 150-foot roll, 5 feet high..... 5.00  
 150-foot roll, 6 feet high..... 6.00

For poultry and garden. Better than old style. Of local dealer or us. Freight paid.  
**THE PAGE WIRE FENCE CO. LIMITED** 208  
 Walkerville, Montreal, Toronto, Winnipeg, St. John.

## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and efficiently, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY  
**W. NEWMAN & SONS, Birmingham.**



## COVERT MFG. CO. West Troy, N.Y.

### Steel Carriage and Wagon Jacks

Harness Snaps, Chain, Rope and Web Goods, etc.

SOLD BY ALL LEADING JOBBERS.

## PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.

**WE MAKE THEM.**

SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York  
representatives, 9-15 Murray Street.

# SPRINGS

For Clocks, Phonographs, Typewriters and Steam  
Drills—in any quantity

CATALOG MAILED UPON APPLICATION.

SEND SAMPLES OR SPECIFICATIONS FOR PRICES.

**THE WALLACE BARNES CO., - - BRISTOL, CONN. -**

# CEMENT and METAL LATH

go well together in many building jobs

Write us a letter asking us to suggest ways of using them.

They make first-class lines for the  
Hardware dealer

Send for our Metal Lath booklet—it is free

**THE PEDLAR PEOPLE**

OSHAWA, ONT.

Eastern Warehouse, 767 Craig St., Montreal

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$

## CONTRACTS

mean dollars for the pockets of  
contractors. The weekly re-  
ports in the

**CANADIAN  
CONTRACT  
RECORD**

tell where contracts may be had.  
\$2 per year buys them. Address

**THE CONTRACT RECORD**  
Toronto, Montreal, and Winnipeg.



tions of lightness and of elegance which were to be sought for."

Belgium is taking front rank in European cement exporting nations. Last year she sent abroad nearly 600,000 tons, or nearly 3,000,000 barrels, coming to the front as one of the largest, if not the largest, of European exporting nations.

Among the newer developments of concrete the possibilities of the use of the material for railway ties is in evidence. There are several locations where iron and steel re-inforced concrete ties have been given trial and so far we have heard nothing of a condemnatory nature with reference to them..

### Building Notes.

A Primitive Methodist church is being erected at Forest, Ont.

Work on the new armories at Stratford has commenced.

New Westminster, B.C., has decided to build a modern kindergarten school.

A new Baptist church will be erected at Middle Sackville, N.B., this year.

Grace church Episcopalians, in Brantford will build a new vestry for their pastor.

The new \$75,000 bridge over the Souris River at Melita, Man., has been completed.

A permit has been issued in Ottawa for an eight-storey office building to cost \$80,000.

A new church of England will be erected at Reading, Ontario, this season to cost \$2,000.

S. Hanna, Brandon, is building a fine business block, the material used being concrete blocks.

W. A. Johnston, Tilbury, will go into the manufacture of cement blocks for building purposes.

Messrs. Burbacher & Shafer, of Berlin, are erecting a new saw mill at Keppel, near Owen Sound.

The Intercolonial Railway are calling for tenders for alterations to a station at St. Moise, Que.

Charles Meredith, Montreal, is erecting a mansion on Pine avenue, the cost of which will be \$35,000.

James Smith and John Coulson have purchased a site and will erect a large skating rink at Orillia.

The Peterboro Board of Education are

calling for tenders for the erection of a new collegiate institute.

Large blocks of buildings will be built this year in Winnipeg by Mrs. A. G. Hample and Mark Fortune.

The Department of Public Works, Ottawa, propose to erect a new building on Wellington street in that city.

The Westmoreland Avenue Methodist church, Toronto, will erect an addition to its Sunday school this season.

The Merchants Bank has purchased the Massey-Harris property in Edmonton, paying \$300 per foot for the site. They will erect a bank building.

The Canadian Bank of Commerce has purchased the southwest corner of Carlton and Parliament streets, Toronto, and will erect a branch on the site.

Robert Cooper, Welland, is calling for tenders for the erection of a bridge over the Welland River at Perry's Station. The superstructure is to be 100 feet in length.

Wm. Judge, who is building a saw mill at Wendigo Lake, near Temiskaming, has received an order for 100,000 feet of lumber from a copper mining company.

Lymburner & Mathews have purchased a site on St. Francois and Berri streets, Montreal, where they intend to construct a large machine shop and factory at a cost of \$20,000.

The new wharf at Esquimalt in connection with the proposed cannery of Messrs. Todd & Munsie, has been completed. Good progress is also being made with the buildings on shore.

The Presbyterians at Price's Corners, Ont., are erecting large sheds in connection with their church, while the Christian denomination at Hillsburg are contemplating the erection of a new church.

The building committee of Knox church, Regina, Assa., is calling for tenders for the excavation work for the new church. It is required that the work shall be completed before the 15th April next.

Medicine Hat council will spend \$22,000 in the erection of a municipal building. Accommodation will be provided for the fire department, council clerks, etc., on the ground floor. The upper storey will be a large hall. The basement will contain the police court and cells.

Plans are being drafted in Winnipeg by J. D. Atcheson for the construction of a seven storey apartment block on the

corner of Edmonton and Graham avenue, which will contain thirty suites of apartments arranged in suites of from two to six rooms. Plans have also been prepared for a building on the corner of Broadway and Edmonton. These two buildings represent an outlay of \$150,000.

The British Columbia Electric Railway Company, of Vancouver, will have a large amount of building during the present year. New depot buildings and a substation will be necessary in connection with the new Lulu Island branch. The new substation will be a sort of diminutive replica of the large substation on Westminster avenue, which was built last year. This building, from the standpoint of scientific structural design, is one of the finest in the city.

As a result of improvements just completed in F. W. Karn's hardware store at Woodstock, this business house now ranks as one of the most modern and best equipped in the district. The store has been widened six feet, the fixtures have been extended, a complete electric lighting system has been installed, new prism lights have been placed in the windows, all of which, together with new interior furnishings, give the store a bright and attractive appearance. Mr. Karn is to be congratulated on the enterprise he has displayed in the improvement of his store.


### Building Permits.

HAMILTON.

The building season has opened with a rush in Hamilton, nearly \$100,000 worth of permits being issued in one day last week, these including 68 dwellings and one factory. The list is, in part, as follows:

W. H. Cooper, dwelling, \$1,800.  
F. J. Lyne, brick residence, \$2,000.  
R. Tope, two brick dwellings, \$2,000.  
E. A. Depew, 55 brick dwellings, \$55,000.  
R. & J. Poag, 7 brick dwellings, \$14,000.  
W. H. Cooper, two brick dwellings, \$3,600.  
Stewart & Witton, alterations to dwellings, \$3,000.  
Stewart & Witton, factory for Chadwick Bros., \$14,000.

**100 CANDLE POWER** **1/2¢ PER HOUR**



**AUER GASOLENE LAMP**

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

**AUER LIGHT CO.,** 1691 Notre Dame Street, **MONTREAL**

**WE'RE PROUD**

of the immense success attained by

**REX Flintkote Roofing**



and you will be as well pleased if you investigate its good qualities. Waterproof, fire-resisting, and not affected by the vapors of acids or alkalies, it should be used on any building where a permanent roof is required. Any one can lay it, each roll containing nails, caps and cement sufficient for laying. Our free samples and illustrated book will be sent on receipt of your name.

**J. A. & W. BIRD & CO.,**  
49 INDIA ST., BOSTON, MASS.

**"LOOK FOR THE BOY" EVERY ROLL**



**Luxfer**  
**Window and Sidewalk**  
**Prisms**

Do You Want More Business

STORE  
FRONTS  
OUR  
SPECIALTY

for 1905 ?

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SEND FOR  
INFOR-  
MATION

If so, make your premises Bright, Light  
and Up-to-date.

**A Daylight Store Draws Trade.**

**LUXFER PRISM CO., LTD., 100 KING ST. W., TORONTO.**

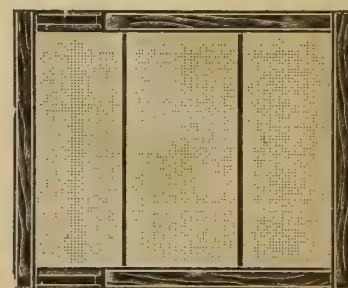


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LATEST AND BEST DESIGNS IN  
**Refrigerators, Screen  
Doors and Windows**

Send for our catalogue which tells all about them.

IT WILL PAY YOU.

**THE SANDERSON-HAROLD CO.,**  
PARIS. - ONT. Limited



**Perfection  
Window Screen.**

RETURNED

*To Motimer Pub Co  
cut Book #31  
Page 52  
V.*

**MAXIMUM LIGHT  
GLASS**

**V.—CONVENIENCE**

**MAXIMUM LIGHT GLASS** can be effectively used when  
placed directly in the window-sash, where ordinary  
prismatic glass would be useless.

The function of the external lens forms is to refract the light in a horizontal direction,  
and to make use of the lateral rays which would strike at so great an angle that they would  
be almost entirely reflected from a plane surface.

Sample—free— and booklet will make this clear.

INNER SURFACE OF  
MAXIMUM LIGHT GLASS

**THE HOBBS MANUFACTURING CO., Limited**  
Glass Importers and Manufacturers - London, Ont.



# INDUSTRIAL GOSSIP

**HARDWARE AND METAL** would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

**T**HE annual meeting of the Dominion Coal Company was held last week. It was reported that the output for the year 1905 would be a hundred thousand tons in excess of the total of 1904, and that the whole had been disposed of at satisfactory prices. The company has arranged with its bankers to pay off the amount due the steel company at the end of the present year. A large amount of development work was also reported. The company expects to mine during 1905 about 1,250,000 tons, which is already sold.

Stuart Bros., of Mitchell, are establishing a large flour mill at New Hamburg.

About 300 men will be employed in the new works to be erected this Spring by the new Canadian Fairbanks Company in Montreal.

The St. John, N.B., Iron works have established repair shops for locomotives for the branch railway lines in the Maritime Provinces.

The Massey-Harris Company have embarked on the manufacture of hand cream separators in addition to their other lines of farm machines.

The town of Grimsby is discussing the proposition of lending \$15,000 to the Walker Steel Range Company, to induce the company to locate its works there.

The Lakefield Cement Company are enlarging their plant in order to utilize the water-power they have. The capacity of their plant will be increased one half.

The Canada Furniture Company are closing their branch factories at Stratford and New Hamburg and concentrating their works in Toronto, Wingham and Seaforth.

An explosion occurred at the Dominion Iron & Steel Co.'s works at Sydney last week by which No. 4 blast furnace was put out of commission for several days. No one was injured.

The annual report of the Wm. A. Rogers Company, Limited, showed net profits of \$163,206, in spite of the enlargement of their plant at Niagara Falls. Dividends absorbed \$72,000, while to the reserve was added \$75,000, and to the realty and plant fund \$17,485.

The Victoria Lumber and Manufacturing Company of Chemainus have just completed an extensive water system to their plant, the installation of which cost in the neighborhood of \$10,000. The pipe used in the system was manufac-

tured by the Canadian Pipe Company of Vancouver.

The Malleable Iron Works in Brantford are again running full blast after several days idleness in consequence of a scarcity of pig iron. Night and day gangs are on, and double the amount of malleables are being turned out. The company has a large railway contract on hand.

The 18th annual general meeting of the shareholders of the Eddy Company was held at Hull last week, the original board of directors being again re-elected. Mr. E. B. Eddy, president; Mr. S. S. Cushman, vice-president, and Mr. W. H. Rowley, treasurer. It is stated positively that there is no foundation for, nor any truth in, the report of the Eddy Company selling out to an American or any other syndicate.

At the annual meeting of the Hamilton Cataract Power, Light and Traction Company on Monday, it was decided to go ahead with the extension of the radial from Burlington to Oakville at once. The following officers and directors were re-elected: Hon. J. M. Gibson, president; James Dixon, vice-president; J. R. Moody, treasurer; W. C. Hawkins, general manager and secretary; J. W. Sutherland, J. A. Kammerer and John Dickenson, ex-M.L.A., directors.

The Northern Iron & Steel Company, whose issue of \$2,500,000 capital stock has attracted considerable attention, has purchased the Open Hearth Plant and Rolling Mills erected at Collingwood by the Cramp Steel Co., Limited. The plant is capable of making one hundred tons of open hearth steel per day, and finishing the same into merchantable product, such as wire rods, bars, rounds, flats, skelp, tire steel, angles, bolt and nut material, fish plates, tie plates, angle bars, railroad spikes and material used in the construction of street and railway cars and locomotives; steel used in the construction of agricultural machinery and in the building of engines, bridges, etc.

## COMPANIES INCORPORATED

Guelph Foundry Co., Limited, Guelph, given power to increase capital stock from \$40,000 to \$200,000.

Ayton Cordage Co., Limited, Ayton, given power to increase capital stock from \$70,000 to \$250,000.

Adams Bros. Harness Mfg. Co., Limited, Toronto, Dominion charter, granted power to do business in Ontario.

Hawkesbury Electric Light and Power Co., Limited, Hawkesbury, Dominion charter, granted power to do business in Ontario.

Boileau Reduction Co., Limited, Toronto, share capital, \$1,200,000; purpose to mine and mill metals. The directors are: F. Plumb, F. V. Philpott, J. T. Ross, T. S. Collis, and F. W. Baldwin, all of Toronto.

Galt Building Construction and Real Estate Co., Limited, Galt, share capital \$40,000; purpose to do building and construction. The directors are: F. E. Brown, T. A. Norris and W. C. Marriott, all of Galt.

General Leather Goods Co., Limited, Toronto, share capital, \$40,000; purpose to manufacture and sell leather goods. The directors are: Joseph Kilgour, A. Pardoe, jr., R. H. Cameron and M. A. Cameron, all of Toronto.

Clark-Demill, Hespeler, share capital, \$100,000; purpose to manufacture machinery and tools. The directors are: G. D. Forbes, Z. A. Hall, W. H. Weaver, A. Oches, J. R. Phin and C. M. Shultz, all of Hespeler.

Crushed Stone, Limited, Toronto, share capital, \$40,000; purpose to manufacture and sell building and crushed stone. The directors are: W. H. Essery, W. H. Adamson, G. W. Essery and F. H. Adamson, all of Toronto.

Lewis Bros., Limited, Montreal, share capital, \$1,000,000; purpose to acquire and carry on the wholesale hardware business of Lewis Bros. & Co. The directors are: Fred. O. Lewis, Jas. G. Lewis, Wm. Lewis, C. M. Strange and C. F. Smallpiece, all of Montreal.

Leamington Light and Heat Co., Limited, Leamington, share capital, \$40,000, purpose to supply gas and electric power for lighting. The directors are: W. Stares, E. Stares, W. Snider, all of Leamington; J. M. Reid, of Essex, and J. W. Post, of Chatham.

Canadian Drawn Steel Co., Limited, Hamilton, share capital, \$100,000; purpose to manufacture and deal in iron and steel. The directors are: W. A. McCool and T. G. Stein, of Beaver Falls, Penn.; H. J. Waddie, E. G. Willard, D'Arcy R. C. Martin, all of Hamilton.

Fountain Condenser Co., Limited, Petrolia, share capital, \$40,000; purpose to manufacture and sell steam condensers and devices for chimneys and smoke stacks. The directors are: John C. Fountain, Parkhill; J. Schram, D. S. Robb, of London; J. C. Winters, Mt. Morris, N.Y., and Isaac Greenizine, of Petrolia.

Canadian Northern Coal and Ore Dock Co., Limited, Toronto, share capital, \$500,000; purpose to construct and operate docks and elevators. The directors are: J. S. Lovell, Wm. Bain, R. Gowans, E. M. McNeil, R. Richardson, F. C. Annesley, and R. P. Ormsby, all of Toronto.

North Bay Light, Heat and Power Co., Limited, North Bay, share capital, \$50,000; purpose to supply gas and electricity for light, heating and power. The directors are: T. Wallace, J. T. Lovell, Wm. Martin, sr., and Wm. Martin, jr., all of North Bay, and A. F. Leggatt, of Ottawa.



## The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

Manufacturers of the celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

STREET PAVING and SIDEWALKS a SPECIALTY

## SILICA BARYTIC STONE CO.

OF ONTARIO Limited

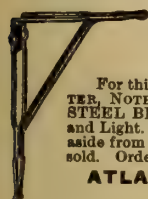
Head Office:

Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

Water Proof Floors for  
Malt Houses, Brew-  
eries, Slaughter Houses,  
Cheese Factories, Cel-  
lar, Stable Floors, etc



## Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,

New Haven, Conn., U.S.A.

A PERMANENT  
and Handsome Roof.

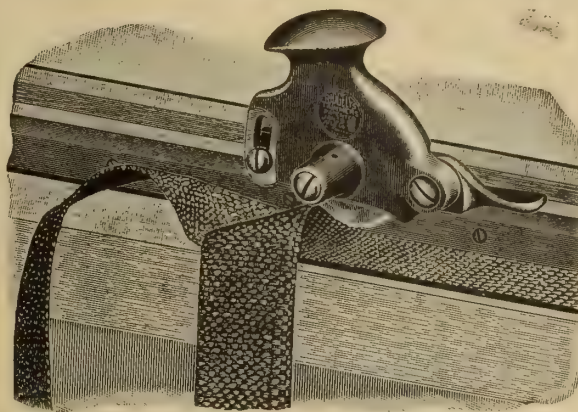


## Arrow Brand Asphalt Ready Roofing

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

A. C. JENKING & CO, Sole Agents,  
Room 215 Coristine Building, - MONTREAL.

Sole agents being appointed in each district. Write to-day.



## Ridgely's Model B Trimmer

In conjunction with our famous THREE-PIECE STRAIGHTEDGE makes an outfit for trimming paper that will do the work in one-sixth the time it takes to do it with a knife or shears, and do it accurately. Guaranteed to give perfect satisfaction.

For full particulars address

THE RIDGELY TRIMMER CO.,

Manufacturers,

Paper Hangers' Supplies,  
SPRINGFIELD, OHIO, U.S.A.

Send for Catalogue No. 16.



Cut of Messrs. Glasgow Bros. Store at Prescott, in which we placed Metal Ceiling.

# What About Metal Ceiling Trade?

Are you controlling local trade in these goods, or are you through indifference and apathy letting the business go through other channels?

If carpenters, painters and agents work up the business in your stead, remember that it will not be an easy matter to take it away from them.

The Metal Ceiling trade rightly belongs to you, and if you want to get it we can help you with our superior goods and methods.

OUR NEW CATALOGUE SPEAKS FOR ITSELF.

**Metal Shingle & Siding Co., Limited**  
Preston, Ont.

WESTERN AGENCY, Ellis & Grogan, Calgary.  
MANITOBA AGENCY, Clare & Brockest, Winnipeg.  
MONTREAL AGENCY, J. B. Dagenais, 953 St. James St.



# Neglect of Nothing

And Studying Everything which tends towards Perfection has placed our goods among the Leaders Everywhere.

Ready Roofing, Sheathing and Black  Diamond Tarred Felts, Building Papers, Fibre and Manilla Wrappings, etc.

FELT FACTORY

Harbour and Logan Sts., MONTREAL

PAPER MILLS

JOLIETTE, QUE.

## ALEX. McARTHUR & CO., LIMITED

82 MCGILL STREET,

MONTREAL

### CURRENT MARKET QUOTATIONS.

March 10, 1905.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

#### METALS.

##### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$32 00 \$33 00

##### TIN PLATES.

Charcoal Plates—Bright. Per box.  
I.C., usual sizes..... \$6 50  
I.X. "..... 8 00  
I.X.X. "..... 9 50

Famous, equal to Bradley—  
I.C. .... 6 75  
I.X. .... 8 25  
I.X.X. .... 9 75

Raven and Vulture Grades—  
I.C., usual sizes..... 4 25  
I.X. .... 5 00  
I.X.X. .... 5 75  
I.X.X.X. .... 6 50

"Dominion Crown Best"—Double  
Coated, Tissue. Per box.  
I.C. .... 5 50  
I.X. .... 6 50  
I.X.X. .... 7 50

Allaway's Best—Standard Quality.  
I.C. .... 4 50  
I.X. .... 5 50  
I.X.X. .... 6 50

Coke Plates—Bright.  
I.C., usual size, 14x20 .... 3 50  
I.C., special sizes, base .. 3 75  
20x28 ..... 7 50

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets .... 7 50  
I.X., Terne Tin ..... 10 50

Charcoal Tin Roiler Plates.  
Cookley Grade—  
X.X., 14x56, 50 sheet bxs. }  
" 14x60, " }  
" 14x65, " } ..... 7 00

Tinned Sheets.  
22x30 up to 24 gauge..... 7 25 7 50  
" 26 ..... 7 75 8 00

#### IRON AND STEEL.

Montreal Toronto.

Common bar, per 100 lb. .... 1 80 1 80  
Refined " ..... 2 05 2 05

Horseshoe Iron " ..... 2 02  
Hoop steel, 1 1/2 to 3-in. base .. 1 90  
Sleigh shoe steel, " ..... 2 00

T. Firth & Son's tool steel  
Speedicut ..... 0 60  
Annealed speedicut ..... 0 65  
Self hardening ..... 0 35  
Best tool steel ..... 0 12  
Warranted ..... 0 09  
Best sheet steel ..... 0 12

B. K. Morton & Co.,  
"Alpha" high speed..... 0 65  
"annealed" ..... 0 70  
"M" Self-Hardening..... 0 50  
"J" Standard ..... 0 14  
"BC" ..... 0 09  
onas & Colver's tool steel..... 0 10 0 20  
"Novo" ..... 0 05 0 05  
"annealed" ..... 0 70 0 70  
Chas. Leonard ..... 0 08 0 09

Crucible Steel Co.  
" Rex high speed steel... 0 65 0 75  
" Self-Hardening..... 0 45 0 50  
Crucible Special..... 0 17  
Crucible Silver steel..... 0 13  
" Black Diamond..... 0 11

Sanderson's Crucible steel..... 0 09 0 09  
" Superior "..... 0 12 0 13

##### BABBIT METAL.

Syracuse Smelting Works:  
Aluminum, genuine..... 0 45  
Government, "..... 0 44  
Tough, "..... 0 40  
Hard, "..... 0 40  
Dynamo..... 0 30  
Special..... 0 25  
Manganese..... 0 18  
Car Box..... 0 17  
Extra..... 0 13  
No. 1..... 0 10  
No. 2..... 0 07  
No. 3..... 0 05  
No. 4..... 0 05

Large orders subject to discounts.

The Canada Metal Co.:  
Imperial, genuine..... 0 40  
Metallic..... 0 30  
Hercules..... 0 20  
Star..... 0 15  
No. 1..... 0 12  
No. 2..... 0 10  
No. 3..... 0 06  
No. 4..... 0 05

BLACK SHEETS.

10 gauge..... Montreal Toronto  
12 and 14 gauge..... 2 30 2 30  
17 ..... 2 25 2 35  
22 to 24 gauge ..... 2 20 2 40  
26 ..... 2 05 2 50  
28 ..... 2 10 2 65  
28 ..... 2 15 2 70

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary..... Dom.  
All right ..... Crown.  
Galvanized Canada Plates—  
Ordinary..... Dom.  
Crown.....

18x24x52 ..... 4 25 4 35  
" 60 ..... 4 50 4 60  
20x28x80 ..... 8 50 8 70  
" 94 ..... 9 00 9 20

GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.  
16 gauge..... 3 40  
18 to 24 gauge ..... 3 50 3 50  
26 ..... 3 75 3 75  
28 ..... 4 00 4 00

Comet Queen's J.C.M. 3  
Bell Head Crowns  
18 to 24 gauge 3 48 3 55 3 05  
26 " 3 70 3 90 3 37  
28 " 4 05 4 00 3 60

American brands, \$4.00 for 10 1/2 oz.  
Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00

" 5-16 " ..... 4 45  
" 7-16 " ..... 3 70  
" 9-16 " ..... 3 55  
" " ..... 3 45  
" " ..... 3 35  
" " ..... 3 25

Haft, kennel and post chains, 40 to 48 and  
5 per cent.

Cow ties ..... 40 p.c.  
Tie out chains ..... 65 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 45 p.c.  
Jack chain, iron, single and double, discount  
35 p.c. (count 40 p.c.)

Jack chain, brass, single and double, dis-

COPPER.

Ingot. Per 100 lb.  
Casting, car lots..... 16 50

Cut lengths, round, 1/2 to 1 in. 21 00 23 00  
" round and square,  
1 to 2 inches... 21 23 00  
Sheet.

Plain, 16 oz., 14x48 and 14x60 ..... 21 00  
Plain, 14 oz. .... 22 00

Tinned copper sheet..... 24 00  
Planished ..... 32 00

Braziers (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. .... 0 22  
" 35 to 45 " ..... 0 21  
" 50-lb. and above " ..... 0 20

BOILER AND T.K. PITTS.

Plain tinned..... 40 per cent. off list.  
Spun.....

BRASS.

Rod and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4 ..... 0 23  
Tubing, base, per lb. .... 0 23

ZINC SELLER.

Foreign, per 100 lb ..... 7 00  
Domestic ..... 5 50

ZINC SHEET.

5-cwt. casks ..... 7 25  
Part casks..... 7 75

LEAD.

Imported Pig, per 100 lb. .... 3 50 3 60  
Bar, ..... 4 80  
Sheets, 2 1/2 lb. sq. ft., by roll .. 0 06 1/2  
Sheets, 3 to 6 lb. .... 0 06

NOTE.—Cut sheets 1c. per lb., extra. Pipe,  
by the roll, usual weights per yard, lists at 7c.  
per lb. and 35 p.c. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's..... per lb. .... 0 (9)

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and ball, \$7.50. Dis-  
count, 15 p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms, 2 p.c. for cash in thirty days.

PLUMBING GOODS.

BATH TUBS.

Zinc ..... 6 00  
Copper, discount 20 per cent. off revised list.

BATHS.

Standard Ideal Enameled.  
5 1/2-ft. 2 1/2 in. rolled rim, 1st quality..... 21 25  
" 2nd ..... 17 25  
" 3rd ..... 23 60  
" 1st ..... 19 00  
" 2nd ..... 18 40  
" 1st ..... 15 80  
" 2nd ..... 20 75  
" 1st ..... 17 25  
" 2nd ..... 8 90  
Plate 116 D, lavatories 1st quality..... 7 50  
" 116 D, " 2nd ..... 5 70  
" 118 D, " 1st ..... 5 70  
" 118 D, " 2nd ..... 4 80  
" 120 D, " 1st ..... 4 70  
" 122 D, " 1st ..... 4 40  
" 122 D, " 2nd ..... 4 40  
Sinks 18 x 30 in flat rim, A quality..... 2 75  
" B ..... 2 50

CLOSETS.

Fittings ..... 1 00  
Plain Simplex Syphon Jet ..... 9 00  
Emb. .... 9 50

Fittings ..... 6 00  
Low Down Elgin or Teutonic, plain..... 6 50  
Connection ..... 1 25  
Plain Richelieu ..... 4 25  
Emb. .... 4 50

Connections ..... 1 25  
Basins, P.O., 14-in. .... 0 63  
Basins, oval, 17 x 14-in. .... 1 50  
Basins, " 19 x 15-in. .... 2 00

IRON PIPE.

Black pipe—  
1 inch ..... 1 30  
" 2 inch ..... 2 30  
" 3 inch ..... 2 55  
" 4 inch ..... 2 95  
" 5 inch ..... 3 25  
" 6 inch ..... 3 50  
" 8 inch ..... 4 25  
" 10 inch ..... 5 20  
" 12 inch ..... 7 35  
" 14 inch ..... 8 95  
" 16 inch ..... 12 55

Galvanized pipe—  
1 inch ..... 3 30  
" 2 inch ..... 3 45  
" 3 inch ..... 3 90  
" 4 inch ..... 5 01  
" 5 inch ..... 7 20  
" 6 inch ..... 10 05  
" 8 inch ..... 12 20  
" 10 inch ..... 16 85

Malleable Fittings—Canadian discount 35 per cent.  
American discount 20 to 25 per cent.

Cast Iron Fittings—Standard bushings 5" and  
10 and 10 per cent.; headers, 60;  
flanged unions and lipped, 60 and 5; mal-  
leable bushings, 65; nipples, up to 6 in.,  
75.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 60 & 10 p.c.  
Cushion work, discount 50 and 10 per cent.  
Fuller work, discount 65 per cent.  
6 dozen lots and over of the above, extra dis-  
count 10 per cent.

Lever handle Stops and Waste, discount 55  
per cent. With in lots of 2 dozen and over  
an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, dis-  
count 55 per cent.

Standard Globe, Angle and Check Valves,  
discount 65 per cent.

Kerr's special standard globes and angles,  
discount 55 per cent.

Kerr's Jenkin disc, copper-alloy disc and  
heavy standard valves, discount 55 per cent.  
Kerr's standard brass checks, discount 55 p.c.  
Kerr's standard brass disc steam radiator  
valves, discount 65 per cent.

Kerr's Jenkin disc, copper-alloy disc radi-  
ator valves, discount 65 per cent.

Kerr's quick-opening hot-water radiator  
valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate  
valves, brass, discount 50 per cent.

Weber's (Kerr) patent straightway gate  
valves, I.B.B.M., discount 60 and 10 per cent.

J.M.T. Radiator Valves discount 55 per cent.  
Standard Radiator Valves, discount 65 per  
cent.

Patent Quick-Opening Valves, discount 70  
and 10 per cent.

No. 1 compression bath cock..... net 1 75  
No. 4 ..... 1 90  
No. 7 Fuller's ..... 2 20  
No. 4 1/2 ..... 2 35

Patent Compression Cushion, basin  
cock, hot and cold, per doz., \$31; 5 and 10  
per cent. discount.

Patent Compression Cushion, bath  
cock, No. 2208 ..... 2 25

Square head brass cocks, discount 55 per cent  
iron ..... 60 1/2

Thompson Smoke-test Machine \$25.00

RANGE BOILERS.

Copper, 30 gallon..... " 22 00  
" 35 ..... " 24 00  
" 40 ..... " 28 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS.

Capacity. Standard. Extra heavy  
Gals.

12 ..... 4.50 ..... 6.50  
18 ..... 4.75 ..... 6.75  
24 ..... 4.75 ..... 6.75  
30 ..... 5.00 ..... 7.50  
35 ..... 6.00 ..... 8.50  
40 ..... 7.00 ..... 9.50  
52 ..... 11.00 ..... 14.00  
66 ..... 18.00 ..... 20.00  
82 ..... 21.00 ..... 24.00  
100 ..... 29.00 ..... 34.00  
120 ..... 34.00 ..... 40.00  
140 ..... 40.00 ..... 48.00  
160 ..... 48.00 ..... 55.00



# American Steel & Wire Co.

**New York**  
Empire Building

**Montreal**  
N. Y. Life Building

**Chicago**  
The Rookery

## BARBED WIRE GALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

**SOIL PIPE AND FITTINGS.**  
Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

**SOLDER.** Per lb.  
Bar, half-and-half, guaranteed ..... 0 17½  
Wiping..... 0 15½  
Refined..... 0 16½

### PAINTS AND OILS.

**COLORS IN OIL.**  
1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 06  
Marine black ..... 0 01  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

**WHITE LEAD.** Per 100 lb.  
Pure..... 4 60  
No. 1..... 4 35  
No. 2..... 4 30  
No. 3..... 3 37½  
No. 4..... 3 35  
Munro's Select Flake White..... 4 75  
Elephant and Decorators' Pure Monarch ..... 4 75  
Decorators' Pure ..... 4 75  
Essex Genuine ..... 4 25  
Sterling Pure ..... 5 00  
Island City Pure ..... 5 00  
Ramsay's Pure Lead ..... 4 75  
Ramsay's Exterior ..... 4 50

**RED LEAD.**  
Genuine, 560 lb. casks, per cwt ..... \$4 50  
Genuine, 100 lb. kegs, " ..... 4 75  
No. 1, 560 lb. casks, per cwt ..... 4 00  
No. 1, 100 lb. kegs, per cwt ..... 4 25

**WHITE ZINC.**  
Extra Red Seal ..... 0 06  
French V. M. .... 0 06½  
Lehigh..... 0 06  
Pure..... 0 07½  
No. 1..... 0 06½  
No. 2..... 0 05½

**DRY WHITE LEAD.**  
Pure, casks ..... 4 50  
Pure, kegs ..... 4 75  
No. 1, casks ..... 4 00  
No. 1, kegs ..... 4 25

**PREPARED PAINTS.**  
In ½, ¾ and 1-gallon tins.  
Pure, per gallon..... 1 20  
Second qualities, per gallon .. 1 00  
Barn (in bbls.)..... 0 60  
The Sherwin-Williams paints ..... 1 35  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
"Globe" barn ..... 60  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
"British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. Thistle, ..... 1 00  
" Outside, bbls 0 55  
Island City House Paint ..... 1 25  
" Floor ..... 1 25  
Sterling House Paint..... 1 20  
" Floor ..... 1 10  
Stewart & Wood's pure ..... 1 20  
National ..... 1 05

**PARIS GREEN.**  
Petroleum, barrels, per lb. .... 0 13½  
Arsenic, kegs ..... 0 13½  
50 and 100-lb. drums ..... 0 14  
25-lb. drums ..... 0 14½  
1-lb. paper boxes ..... 0 15  
½-lb. paper boxes ..... 0 17  
Terms—2 per cent. off 30 days, or 90 days net.

**PUTTY.**  
Bulk in bbls. .... 1 50  
Bulk in less quantity ..... 1 80  
Bladders in bbls. .... 1 65  
Bladders in kegs, boxes or loose ..... 1 90  
25-lb. tins ..... 1 80  
12½ lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

**VARNISHES.**  
In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50  
Pale durable body ..... 4 10  
" rubbing ..... 2 85  
Gold size, japan ..... 1 50  
No. 1 brown japan ..... 0 85  
Elastic oak ..... 1 50  
Furniture, extra ..... 1 10  
" No. 1 ..... 0 90  
Hard oil finish ..... 1 35  
Light oil finish ..... 1 60  
Damar ..... 1 75  
Shellac, white ..... 2 40  
" orange ..... 2 30  
Turpentine, brown japan ..... 1 10  
" black japan ..... 1 10  
" No. 1 ..... 0 85  
Elastilite varnish, 1 gal. can, each. 2 00  
Granitine floor finish, per gal ..... 2 75  
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each. \$1.20  
Sherwin-Williams' kopal varnish, case, from 1 gal., \$2.50. assorted

**GLUE.**  
Common ..... 0 08  
French medal ..... 0 10  
White, extra ..... 0 18  
Gelatine ..... 0 18  
Strip ..... 0 18  
Coopers ..... 0 19  
Ground ..... 0 12  
Cologne, genuine ..... 0 16

### HARDWARE.

**AMMUNITION.**  
Cartridges.  
B. B. Caps Dominion, 50 and 5 and 25 per cent. American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c. Central Fire, Military and Sporting, American, add 20 per cent. to list. B. B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.75  
Wads. per lb.  
Best thick brown or grey felt wads, in ½-lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ..... 0 29  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 65  
5 and 6 " ..... 1 90

**ADZES.**  
Discount 22½ per cent.  
**ANVILS.**  
Wright's, 80-lb. and over ..... 0 10½  
Hay Budden, 80-lb. and over ..... 0 09½  
Brook's, 80-lb. and over ..... 0 11½

**APPLE PARERS.**  
Woodyatt Hudson, per doz., net ..... 4 50  
**AUGERS.**  
Gilmour's, discount 60 per cent. off list.

**AXES.**  
Chopping Axes  
Single bit, per doz. .... 7 00  
Double bit, " ..... 10 00  
Bench Axes, 40 per cent. .... 5 50  
Broad Axes, 25 per cent. .... 6 25  
Hunters' Axes ..... 7 00  
Boys' Axes ..... 12 00  
Splitting Axes ..... 10 00  
Handled Axes ..... 5 75  
AMERICAN AXE AND TOOL CO. hunters ..... 5 25  
Red Ridge, boys', handled ..... 5 25  
Underhill American Bench Axes, 40 p.c.

**AXLE GREASE.**  
Ordinary, per gross ..... 6 00  
Best quality ..... 10 00

**BELLS.**  
Hand.

Brass, 60 per cent.  
Nickel, 55 per cent.

**Cow.**  
American make, discount 63½ per cent.  
Canadian, discount 45 and 50 per cent.

**Door.**  
Gonga, Sargant's ..... 5 50  
" Peterboro', discount 50 and 10 per cent. off new list. 8 00

**Farm.**  
American, each ..... 1 35  
House. .... 3 00

American, per lb. .... 0 35

**BELTING.**  
Extra, 60 per cent.  
Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 per cent.  
Agricultural, not wider than 4 in., 75 per cent.

**BITS.**  
Auger.  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

**Car.**  
Gilmour's, 47½ per cent.

**Expansive.**  
Clark's, 40 per cent.

**Gimlet.**  
Clark's, per doz ..... 0 65  
Diamond, Shell, per doz ..... 1 00  
Nail and Spike, per gross ..... 2 25

**BLIND AND RED STAPLES.**  
All sizes, per lb. .... 0 07½

**Carriage Bolts, common (\$1 list).**  
" 3-16 and ½ ..... 60  
" 5-16 and ¾ ..... 55  
" 7-16 and up ..... 55  
" full sq. (\$2.40 list) 60  
" Norway Iron (\$3 list) 60

**Machine Bolts, all sizes, ½ and less.**  
Machine Bolts, 7-16 and up ..... 60  
Plough Bolts ..... 55  
Blank Bolts ..... 55  
Bolt Ends ..... 55  
Sleigh Shoe Bolts ..... 70  
Coach Screws, cone point ..... 70  
Nuts, square, all sizes, 4c. per lb. off. 70  
Nuts, hexagon, all sizes, 4c. per lb. off. 70  
Stove Rods per lb., 5½ to 6c.

**Small and medium, ball ..... 4 25**  
**Small heel ..... 4 50**

**BRIGHT WIRE GOODS.**  
Discount 62½ per cent.

**BUTCHERS' CLEAVERS.**  
German ..... 6 00  
American ..... 12 00

**BUTCHER KNIVES.**  
Bailey's ..... 0 60

**BUILDING PAPER, ETC.**  
Tarred Felt, per 100 lb. .... 1 85  
Ready roofing, 2-ply, not under 45 lb. per roll ..... 0 90  
Ready roofing, 3-ply, not under 65 lb., per roll ..... 1 15  
Carpet Felt ..... per ton 45 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Sheathing ..... per roll, 400 sq. ft. 400  
Tar ..... 400  
Dry Fibre ..... 400  
Tarred Felt ..... 400  
O. K. & I. X. L. .... 400  
Resin-sized ..... 400  
Oiled Sheathing ..... 600  
Oiled ..... 400  
Root Coating, in barrels ..... per gal. 0 15  
Roof " small packages ..... per barrel 0 90  
Refined Tar ..... per barrel 0 15  
Coal Tar ..... per 100 lb. 0 80  
Coal Tar, less than barrels ..... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 0 80  
Slater's felt ..... per roll 0 90

**BULL RINGS.**  
Copper, \$1.30 for 2½-inch, and \$1.70 for 1 in.

**BUTTS.**  
Wrought Brass, net revised list.

**Cast Iron.**  
Loose Pin, discount 60 per cent.

**Wrought Steel.**  
Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

**CARPET STRETCHERS.**  
American ..... per doz. 1 00  
Bullard's ..... 6 50

**CASTORS.**  
Bed, new list, discount 55 to 57½ per cent.  
Plate, discount 52½ to 57½ per cent.

**CATTLE LEADERS.**  
Nos. 32 and 33 ..... per gross 7 50

**CHALK.**  
Carpenters' Colored, per gross 0 45  
White lump ..... per cwt. 0 60  
Red ..... 0 05  
Crayon ..... per gross 0 14

**CHISELS.**  
Socket, Framing and Firmer.

Broad's, discount 70 and 5 per cent.  
Warnock's, discount 70 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent.

**FOODS—STOCK.**  
Colonial Stock Foods, 50c. packages, per doz ..... \$4 00  
" " 25c. pkgs., " 2 00  
" " 10c. " " 75  
" " 25-lb. pall, each 1 30  
Poultry Foods, 25c. packages ..... 1 25  
Cough Powders, per doz. .... 1 25  
Worm " ..... 1 25

**International 1 Stock Foods, \$1 packages, per doz. .... 8 00**  
**International Stock Foods, per pall ..... 2 75**  
**" per bbl. .... 10 50**  
**" Poultry ..... \$1pkgs., per doz. 8 00**  
**" Worm Powders, 50c. pkgs. .... 4 00**  
**" Pine Healing Oil, per doz. .... 8 00**  
**" Pheno-Chloro, \$1pkgs., per doz. 8 00**  
**" Hoof Ointment ..... 8 00**  
**" Compound Absorbent ..... 16 00**  
**Also 25c. pkgs. at \$2 per doz. 50c. pkgs. 4 per doz**

**CLOTHES REELS**  
Davis Clothes Reels, dis. 40 per cent.



# Paterson's Wire Edged Ready Roofing

Fire-proof and Sanitary :  
Easy to put on :  
Hard to wear out :  
Don't cost much.

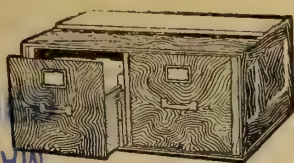
You have hundreds of Customers who require that kind of Roofing Material.

## The Paterson Mfg. Co., Limited

### Toronto and Montreal.

CONDUCTOR PIPE.				GAUGES.				Clothes line, No. 61.. "				Cabinet.						
Plain or Corrugated.				Marking, Mortise, Etc.				Harness.....				Eagle, discount 30 per cent.						
2-inch .....	per 100 feet	3 00		Stanley's, discount 50 to 55 per cent.				Hat and coat .....				Padlocks.						
3 " .....	" "	4 00		Wire Gauges.				Chandelier .....				English and Am. ....						
4 " .....	" "	5 25		Winn's, Nos. 26 to 33 .....				Wrought Iron.				Eagle, discount 20 to 25 per cent.						
5 " .....	" "	6 75		GILLET'S POWDERED LYE.				Canadian dis-				MACHINE SCREWS.						
6 " .....	" "	9 00		1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.				discount 60 per cent.				Iron and Brass.						
CRADLES, GRAIN.				HALTERS.				Wire.				Flat head, discount 25 per cent.						
Canadian, discount 20 to 25 per cent.				Rope, 1/2-inch .....				Belt .....				Round head, discount 20 per cent.						
CROSSCUT SAW HANDLES.				Rope, 3/4-inch .....				Screw, bright, discount 62 1/2 per cent.				MALLET.						
S. & D., No. 3 .....	per pair	0 15		Rope, 1 to 1 1/2-inch .....				HORSE NAILS.				Tinmiths' .....						
S. & D., " 5 .....	" "	0 22 1/2		Rope, 1 1/2 to 2-inch .....				"P.B." Brand, 55 to 60 per cent.				Carpenters' hickory, "						
S. & D., " 6 .....	" "	0 15		Leather, 1-inch .....				"C" brand, 40, 10 and 7 1/2 per cent. off list				Lignum Vitae, "						
Boynton pattern .....	" "	0 20		Web .....				"M" brand, 55, per cent.				Caulking, each .....						
DOOR SPRINGS.				HAMMERS.				Peerless" 50 per cent. dis.				MATTOKS.						
Torrey's Rod .....	per doz.	1 75		Nail.				HORSESHOES.				MEAT CUTTERS.						
Coil, 9 to 11 in. ....	" "	0 95	1 65	Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.				F.O.B. Montreal				American, discount 3 1/2 per cent.						
English .....	" "	2 00	4 00	Tack.				"P.B." brand, new pattern, base. ....				German, 15 per cen						
DRAW KNIVES.				Magnetic .....				"M" brand, base. ....				Gem .....						
Coach and Wagon, discount 50 per cent.				Canadian .....				Add 15c. Toronto, Hamilton, Guelph.				MILK CAN TRIMMING.						
Carpenters' discount 70 per cent.				Sledge.				JAPANNED WARE.				Discount 25 per cent.						
DRILLS.				50 per cent.				NAILS.										
Hand and Breast.				Ball Peen.				PICKS.				Cut.						
Miller's Falls, per doz., net list.				English and Canadian, per lb.				Star .....				Wire.						
DRILL BITS.				KETTLES.				2d .....										
Morse, discount 3 3/4 to 40 per cent.				Axe, 2nd growth, per doz. net				Brass spun 7 1/2 per cent. discount off new list.				3d .....						
Standard, discount 50 and 5 to 55 per cent.				Store door .....				Copper .....				4 and 5d .....						
FAUCETS.				American, 60 and 10 to 65 and 5 per cent.				6 and 7d .....										
Common, cork-lined, discount 35 per cent.				C. & B., discount 40 per cent., revised list.				KEYS.				8 and 9d .....						
EAVETROUGHS.				Hoe.				Lock, Canadian dia. 40 to 40 and 10 per cent.				10 and 12d .....						
10-inch .....	per 100 ft.	10 00		C. & B., discount 40 per cent., revised list.				Cabinet, trunk and padlock				16 and 20d .....						
ELBOWS (stovepipe.)				Plane.				American .....				30, 40, 50 and 60d (base) .....						
5 and 6-inch, common .....	per doz.	1 20		Hammer and Hatchet.				KNOBS.				F.o.b. Toronto.						
7-inch .....	" "	1 35		Canadian, discount 40 per cent.				Door, japanned and N.P., per				Steel cut nails 10c. extra.						
Polished, 15c. per dozen extra.				HANGERS.				doz. ....				Miscellaneous wire nails, discount 75 per cent.						
ESCUTCHEONS.				Steel barn door .....				No. 11, 5-foot run .....				Coopers' nails, discount 30 per cent.						
Discount 50 and 10 per cent., new list				Sterns, 4-inch .....				No. 11 1/2, 10-foot run .....				NAIL PULLERS.						
ESCUTCHEON PINS.				5-inch .....				No. 12, 10-foot run .....				German and American .....						
Iron, discount 40 per cent.				No. 14, 15-foot run .....				No. 14 1/2, 10-foot run .....				No. 1 .....						
FACTORY MILK CANS.				Steel, covered .....				No. 15, 10-foot run .....				No 1573 .....						
Discount off revised list, 40 per cent.				Zenith .....				No. 16, 10-foot run .....				NAIL SETS.						
FILES AND RASPS.				Lane's covered .....				No. 17, 10-foot run .....				Square, round and octagon,						
Great Western .....	70 and 10 per cent.			No. 11, 5-foot run .....				No. 18, 10-foot run .....				per gross .....						
Arcade .....	" "			No. 11 1/2, 10-foot run .....				No. 19, 10-foot run .....				Diamond .....						
Kearney & Foot .....	" "			No. 12, 10-foot run .....				No. 20, 10-foot run .....				POULTRY NETTING.						
Disston's .....	" "			No. 14, 15-foot run .....				No. 21, 10-foot run .....				2-in. Mesh, 19 w.g., dia. 60 per cent.						
American .....	" "			Steel, covered .....				No. 22, 10-foot run .....				2-in. Mesh 16 w.g. and heavier, 50 p.c.						
J. Barton Smith .....	" "			Track, 1 x 3-16 in(100 ft) .....				No. 23, 10-foot run .....				OAKUM.						
McClellan .....	" "			1 1/2 x 3-16 in(100 ft) .....				No. 24, 10-foot run .....				U. S. Navy .....						
Eagle .....	" "			HARVEST TOOLS.				No. 25, 10-foot run .....				Plumbers .....						
Nicholson, 60 and 10 to 60, 10 and 5 "				Discount 60 per cent.				No. 26, 10-foot run .....				OILERS.						
Royal .....	" "			HATCHETS.				No. 27, 10-foot run .....				McClary's Model galvanized						
Globe .....	" "			Canadian, discount 40 to 42 1/2 per cent.				No. 28, 10-foot run .....				oil can, with pump, 5 gallon,						
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.				Shingle, Red Ridge 1, per doz. ....				No. 29, 10-foot run .....				per dozen .....						
Jowitt's, English list, 25 to 27 1/2 per cent.				2, " .....				No. 30, 10-foot run .....				Davidson oilers, discount 40 per cent.						
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50				Barrel, Underhill .....				No. 31, 10-foot run .....				Zinc and tin, discount 50, 50 and 10 per cent.						
GLASS.				HAT ENAMEL.				No. 32, 10-foot run .....				Copper .....						
Window. Box Price.				Henderson & Potts' "Anchor Brand"				No. 33, 10-foot run .....				Brass .....						
Size United	Per	Per	D. Diamond	Hinges.				No. 34, 10-foot run .....				1.25 3.50						
Inches.	50 ft.	100 ft.	50 ft.	Blind, Parker's, discount 60 per cent.				No. 35, 10-foot run .....				Malleable, discount 25 per cent						
Under 28 .....	3 80	5 06	5 06	Heavy T and strap, 4-in., per lb. ....				No. 36, 10-foot run .....				GALVANIZED PAIS.						
26 to 40 .....	4 00	5 44	5 44	5-in., " .....				No. 37, 10-foot run .....				Duffin pattern pails, discount 47 1/2 per cent						
41 to 50 .....	4 50	6 56	6 56	6-in., " .....				No. 38, 10-foot run .....				Flaring pattern, discount 47 1/2 per cent.						
51 to 60 .....	5 00	7 50	7 50	8-in., " .....				No. 39, 10-foot run .....				Galvanized washbuds, discount 47 1/2 per cent.						
61 to 70 .....	5 30	8 62	8 62	10-in., " .....				No. 40, 10-foot run .....				PIECED WARE.						
71 to 80 .....	5 30	9 38	9 38	Light T and strap, discount 65 and 5 per cent.				No. 41, 10-in. ball bearing 13 25 to 13 00				Discount 40 per cent off list, June, 1899.						
81 to 85 .....	5 30	10 75	10 75	Screw hook and hinge—				No. 42, 10-in. ball bearing 13 25 to 13 00				10-qt. flaring sap buckets, discount 40 per cent						
86 to 90 .....	5 30	12 30	12 30	6 to 10 in. .... per 100 lb. ....				No. 43, 10-in. ball bearing 13 25 to 13 00				6, 10 and 14-qt. flaring pails, dis. 40 per cent						
91 to 95 .....	5 30	15 00	15 00	12 in. up. .... per 100 lb. ....				No. 44, 10-in. ball bearing 13 25 to 13 00				Creamer cans, discount 40 per cent.						
96 to 100 .....	5 30	18 00	18 00	Spring, No. 20, per gro. pairs .....				No. 45, 10-in. ball bearing 13 25 to 13 00				PICKS.						
96 to 100 .....	5 30	18 00	18 00	Spring, Woodyatt pattern per gro. No. 5, \$17.50; No. 10, \$18; No. 20, \$18.00; No. 20, \$17.50; No. 51, \$10; No. 50, \$27.50.				No. 46, 10-in. ball bearing 13 25 to 13 00				Per dozen .....						
HOES.				Garden, Mortar, etc., discount 60 per cent.				No. 47, 10-in. ball bearing 13 25 to 13 00				6 00 9 00						
HOLLOW WARE.				Planter .....				No. 48, 10-in. ball bearing 13 25 to 13 00				PICTURE NAILS.						
Tinned cast, 35 per cent.				Bird cage .....				No. 49, 10-in. ball bearing 13 25 to 13 00				Porcelain head .....						
HOOKS.				Cast Iron.				No. 50, 10-in. ball bearing 13 25 to 13 00				Brass head .....						
Bird cage .....				Bird cage .....				No. 51, 10-in. ball bearing 13 25 to 13 00				Tin and gilt, discount 75 per cent.						
Cast Iron.				Bird cage .....				No. 52, 10-in. ball bearing 13 25 to 13 00				PINE TAR.						
Bird cage .....				Bird cage .....				No. 53, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 54, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 55, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 56, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 57, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 58, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 59, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 60, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 61, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 62, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 63, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 64, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 65, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 66, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 67, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 68, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 69, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 70, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 71, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 72, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 73, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 74, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 75, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 76, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 77, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 78, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 79, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 80, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 81, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 82, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 83, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 84, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 85, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 86, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 87, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 88, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 89, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 90, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 91, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 92, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 93, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 94, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 95, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 96, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 97, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 98, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 99, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 100, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 101, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 102, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 103, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 104, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 105, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 106, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 107, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 108, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 109, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 110, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 111, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 112, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 113, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 114, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 115, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 116, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 117, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 118, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 119, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 120, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 121, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 122, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 123, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 124, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 125, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 126, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....				No. 127, 10-in. ball bearing 13 25 to 13 00				PLANES.						
Bird cage .....				Bird cage .....				No. 128, 10-in. ball bearing 13 25 to 13 00				Wood bench, Canadian discount 40 per cent., American discount 50 per cent.						
Bird cage .....				Bird cage .....				No. 129, 10-in. ball bearing 13 25 to 13 00				Wood, fancy Canadian or America 37 40 per cent						
Bird cage .....				Bird cage .....														





No. 60—Vertical Filing Unit, the XX Century Filing Method



No. 32—6 x 4 Card Unit, for stock keeping.

## THE EXPANSIBILITY OF OUR SECTIONAL IDEA

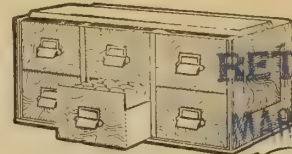
We want every reader of THE HARDWARE AND METAL to become acquainted with our Sectional Idea. Every section is interchangeable; as your business expands add more sections, they all fit. Used by all leading business houses in America. Why don't you use it? May we send you our catalogue? It will pay you. Full line of business furniture of all kinds in stock.

### The Office Specialty Mfg. Co.,

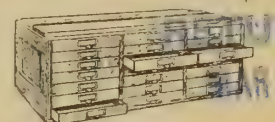
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TORONTO.

Factories: NEWMARKET.

Branches: MONTREAL, HALIFAX, QUEBEC, OTTAWA and WINNIPEG.



No. 40—6-Dr. Commercial safe, No business can be run successfully without it.



No. 50—Legal Blanks, an office necessity.

PLANE IRONS.		
English .....	per doz.	2 00 5 00

PLIERS AND NIPPERS.		
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.		
Button's imitation .....	per doz.	5 00 9 00
German .....		0 60 0 60

PRESSED SPIKES.		
Discount 20 per cent.		

PULLEYS.		
Hothouse .....	per doz.	0 55 1 00
Axle .....		0 22 0 33
Screw .....		0 22 1 00
Awning .....		0 35 2 50

PUMPS.		
Canadian cistern .....		1 80 3 60
Canadian pitcher spout .....		1 40 2 10

PUNCHES.		
Saddler's .....	per doz.	1 00 1 85
Conductor's .....		3 00 15 00
Finners, solid .....	per set	0 72
" hollow .....	per inch	1 00

RAKES.		
Wood .....	per doz. net	1 20 up.

RAZORS.		
per doz.		

Elliot's .....	4 00	18 00
Geo. Butler & Co.'s .....	4 00	18 00
Boker's .....	7 50	11 00
" King Cutter .....	13 50	18 50
Wade & Butcher's .....	3 60	10 00
Carbo Magnetic .....	15 00	
Griffon Barber's Favorite .....	10 75	
Griffon No. 65 .....	13 50	
Griffon Safety Razors .....	13 50	
Griffon Shaving Machines .....	13 50	
Lewis Bros. "Klean Kutter" .....	8 50	10 50
Hindoo .....	10 50	14 00
Orgsteom's Swedish .....	3 50	10 00
Henckels .....	7 50	20 00
Clauss, 50 and 10 per cent.		
Clauss Strops, 50 and 10 per cent.		

REGISTERS.		
Discount 40 per cent.		

RIVETS AND BURRS.		
New List.		

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.		
Iron Burrs, discount 60 and 10 and 10 p.c.		
Copper Rivets, with usual proportion burrs, 45 per cent.		
Copper Burrs only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.		

RIVET SETS.		
Canadian, discount 35 to 37½ per cent.		

ROPE, ETC.		
Sisal .....	0 11	
Pure Manila .....	0 14½	
"British" Manila .....	0 11	
Cotton, 3-16 inch and larger .....	0 21	
" 5-32 inch .....	0 25	
" 1 inch .....	0 25	
Russia Deep Sea .....	0 16	
Jute .....	0 09	
Lath Yarn, single .....	0 10	
" double .....	0 10½	
Sisal bed cord, 48 feet .....	0 65	
" 60 feet .....	0 80	
" 72 feet .....	0 95	

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 20 to 25 per cent.		

SAD IRONS.		
Mrs. Potts, No. 55, polished .....	per set	0 75
No. 50, nickel-plated .....		0 80
Common, plain .....		4 50
plated .....		5 50

SAND AND EMERY PAPER.		
B. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Rurton's), 5 to 10 per cent. advance on list		

SAP SPOUTS.		
Bronzed iron with hooks .....	per 1,000	7 50
"Eureka" tinned steel, hooks .....		8 00

SAWS.		
Hand, Diston's, discount 12½ per cent		
S. & D., discount 40 per cent.		
Crescent, Diston's .....	per foot	0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete .....	each	0 75 2 75
frame only .....	each	0 50 1 25

SASH WEIGHTS.		
Sectional .....	per 100 lb.	2 00 2 25
Solid .....		1 50 1 75

SASH CORD.		
Per lb.		0 28 0 30

SAW SETS.		
Lincoln and Whiting .....	per doz.	4 75
Hand Sets, Perfect .....		4 00
X-Cut Sets, .....		7 50

SCALES.		
Gurney Standard, 40 per cent.		
Gurney Champion, 50 per cent.		
Burrow, Stewart & Milne—		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weighbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's .....	per doz.	0 65 1 00

SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style .....	per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .....	per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....	per doz.	8 75
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87½ per cent.		
" R. H., bright, dis. 82½ per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., " dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., " dis. 70 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood .....	per doz.	3 25 4 00
iron .....		4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

SCYTHES.		
Per doz. net .....	6 00	9 00

SCYTHE SNATHS.		
Canadian, discount 40 per cent.		

SHEARS.		
Clauss, nickel, discount 80 per cent.		
Clauss, Japan, discount 67½ per cent.		
Clauss, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		

SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		

SINKS.		
Castiron, 16 x 24 .....	0 85	
" 18 x 30 .....	1 00	
" 18 x 36 .....	1 40	

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews .....	4 50	11 50

SOLDERING IRONS.		
1, ¼-lb. .....	per lb.	0 37
2-lb. or over .....		0 34

SQUARES.		
Iron, No. 492 .....	per doz.	1 90 2 25
" No. 493 .....		2 40 2 55
" No. 494 .....		3 25 3 40
Steel, discount 60 and 5 to 65 per cent.		
Try and Bevel, discount 50 to 52½ per cent.		

STAMPED WARE.		
Plain, discount 75 and 12½ per cent. off revised list.		
Retinned, discount 75 per cent. off revised list		

STAPLES.		
Galvanized .....		3 00
Plain .....		2 80
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
STOCKS AND DIES.		
American discount 25 per cent.		

STONE.		
Washita .....	per lb.	0 28 0 60
Hindustan .....		0 06 0 07
" slip .....		0 09 0 09
Labrador .....		0 13 0 13
" Axe .....		0 15 0 15
Turkey .....		0 50 0 50
Arkansas .....		1 50 1 50
Water-of-Ayr .....		0 10 0 10
Scythe .....	per gross	3 50
Grind, 40 to 200 lb., per ton .....		25 00
" under 40 lb., " .....		28 00
" 200 lb. and over .....		31 00

STOVEPIPES.		
5 and 6 inch, per 100 lengths .....		7 00
7 inch .....		7 50

TACKS, BRADS, ETC.		
Carpet tacks, blued .....	80 and 15	
" " tinned .....	80 and 20	
" " (in kegs) .....	40	
Cut tacks, blued, in dozens only .....	80	
" ½ weights .....	60	
Swedes cut tacks, blued and tinned .....	80 and 10	
In bulk .....	75	
In dozens .....	80 and 20	
Swedes, upholsterers', bulk .....	85, 12½ and 12½	
" brush, blued and tinned .....	70	
Swedes, gimps, blued, tinned and janned .....	75 and 12½	
Zinc tacks .....	35	
Leather carpet tacks .....	55	
Copper tacks .....	50	
Copper nails .....	52½	
Trunk nails, black .....	65 and 5	
Trunk nails, tinned .....	65 and 10	
Clout nails, blued .....	65 and 5	
Chair nails .....	35	
Patent brads .....	40	
Fine finishing .....	40	
Lining tacks, in papers .....	10	
" in bulk .....	15	
" solid heads, in bulk .....	15	
Saddle nail, in bulk .....	15	
Tufting buttons, 22 line, in dozens only .....	60	
Zinc glaziers' points .....	5	
Double pointed tacks, papers .....	90 and 10	
bulk .....	40	
Clinch and duck rivets .....	45	

TAPE LINES.		
English, ass skin .....	per doz.	2 75 5 00
English, Patent Leather .....		5 50 9 75
Chesterman's .....	each	0 80 2 85
" steel .....	each	0 80 8 00

TINNERS' SNIPS.		
Per doz. net .....	3 00	15 00
Clauss, discount 35 per cent.		

THERMOMETERS.		
Tin case and dairy, 75 to 75 and 10 per cent.		

TRAPS (steel.)		
Game, Newhouse, discount 25 per cent.		
Game, H. & N., P. S. & W., 50, 10 and 5 per cent.		
Game, steel, 70 per cent.		

TROWELS.		
Diston's, discount 10 per cent.		
German .....	per doz.	4 75 6 00
S. & D., discount 35 per cent.		

TWINES.		
Bag, Russian .....	per lb.	0 27
Wrapping, cotton, 3-ply .....		0 24
" 4-ply .....		0 27
Mattress .....	per lb.	0 33 0 45
Staging .....		0 27 0 35

VISES.		
Wright's .....		0 13½
Brook's .....		0 12½
Pipe Vise, Hinge, No. 1 .....		3 50
" No. 2 .....		5 50
Saw Vise .....		4 50 9 00

COLUMBIA HARDWARE CO.		
Blacksmiths' (discount) 60 per cent.		
" parallel (discount) 45 per cent		

ENAMELLED WARE.		
White, Princess, Turquoise, Blue and White discount 50 per cent.		
Diamond, Famous, Premier, discount 50 and 10 per cent.		
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.		
Premier steel ware, 40 per cent.		
"Star" decorated steel and decorated whit 25 per cent.		

WIRE.		
Smooth Steel Wire.		

No. 0-9 gauge.		\$2 25
10 "	6c. extra.	
11 "	12c. "	
12 "	20c. "	
13 "	30c. "	
14 "	40c. "	
15 "	55c. "	
16 "	70c. "	

Add 60c. for coppering and \$2 for tinning.		
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks \$1.		

Fine Steel Wire, discount 27½ per cent.		
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 38c.—in ½-lb. hanks, 50c.—packed in cases or cases, 15c.—bagging or papering, 10c.		

Brass wire, discount 60 per cent. off the list.		
Copper wire, discount 60 per cent. net cash 30 days, f.o.b. factory.		

Galvanized wire, per 100 lb.—Nos. 4
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## Tell Them it was the Bicycle that Made the "Good Old Summer Time" Famous

Further, you might say that the new bicycle of this season will revive everyone's old interest in wheeling. Then introduce the

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To Owner  
Crown 31

Page 72

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**Cushion Frame, Sill's Handlebars, Coaster Brake**

You have a ready argument to sell wheels if you have these bicycles ready to show prospective customers.

Write for Catalogues. Our Accessories Catalogue  
is a treasure to the bicycle dealer.

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### INDEX TO ADVERTISERS.

<b>A</b>	<b>F</b>	<b>L</b>	<b>Q</b>
Acme Lathe & Products Co. .... 45	Falkner, H. F. .... 46	Lockerby & McComb. .... 49	Queen City Oil Co. .... 41
Alabastine Co. .... 44	Fairbanks Co. .... inside back cover	London Rolling Mill Co. .... inside back cover	
American Shearer Mfg. Co. .... 49	Foster Pottery Co. .... 6	Lufkin Rule Co. .... inside back cover	<b>R</b>
American Steel and Wire Co. .... 55	Prothingham & Workman. .... 9	Luxfer Prism Co. .... 51	Ramsay, A., & Son Co. .... 10, 23
Armstrong Bros. .... 45		Lysaght, John. .... outside front cover	Rattray, D., & Son. .... 39
Atlas Mfg. Co. .... 53			Ridgely Trimmer Co. .... 53
Auer Light Co. .... 50			
<b>B</b>	<b>G</b>	<b>M</b>	<b>S</b>
Barnett, G. & H. Co. .... outside back cover	Gibb, Alexander. .... 47	Mackenzie Bros. .... 32	Sadler & Haworth. .... outside back cover
Berry Bros. .... 39	Gies, Philip. .... 21	Maple Leaf Harvest Tool Co. .... 5	Samuel, M. & L., Benjamin, & Co. .... 2
Bird, J. A. & W., & Co. .... 50	Gilbertson, W., & Co. .... 32	Mast, J. M., Mfg. Co. .... 10	Sanderson-Harold Co. .... 51
Birkett, Thos., & Son Co. .... 1	Glauber Brass Co. .... 20	Maxwell, D., & Sons. .... 6	Sanderson-Harold Co. .... 51
Booth Copper Co. .... 6	Greening, B., Wire Co. .... 7	Metal Shingle and Siding Co. .... 53	Scott, Greenwood & Co. .... 41
Boss Machine Co. .... 8	Grose, Walter. .... 46	Metallic Roofing Co. .... 33	Sells Commercial. .... 6
Bradstreet's. .... 60	Grove Chemical Co. .... 41	Morton, B. K., & Co. .... 31	Seymour, Henry T., Shear Co. .... 10
Bullard Automatic Wrench Co. .... 21	Gurney Foundry Co. .... 47	Morrison, James, Brass Mfg. Co. .... 18	Sharratt & Newth. .... 10
	Gutta Percha and Rubber Mfg. Co. .... outside back cover	Morrow, John, Machine Screw Co. .... 32	Shaw, A., & Son. .... 10
<b>C</b>	<b>H</b>	<b>Mc</b>	Sherwin-Williams Co. .... 15
Canada Cycle and Motor Co. .... 58	Hanover Portland Cement Co. .... 53	McArthur, Alex., & Co. .... 54	Silberstein, A. L., & Co. .... 1
Canada Foundry Co. .... 45	Harrington & Richardson Arms Co. .... 45	McArthur, Cornelle & Co. .... 43	Silica Barytic Stone Co. .... 53
Canada Iron Furnace Co. .... 31	Heinisch, R., Sons Co. .... 45	McCaskill, Dougall & Co. .... 41	Smith & Hemenway Co. .... 21
Canada Metal Co. .... 45	Henderson, J. A. .... 47	McClary Mfg. Co. .... 4, 28	Solarine Metal Polish. .... 47
Canada Paint Co. .... 42	Henderson & Potts Co. .... 40	McDougall, R., Co. .... 31	Standard Ideal Sanitary Co. .... 18
Canada Paper Co. .... 47	Hobbs Mfg. Co. .... 51	McGregor-Banwell Fence Co. .... 24	Standard Paint and Varnish Works. .... 41
Canadian Aluminum Works. .... 23	Howland, H. S., Sons & Co. .... 17		Stanforth & Co. .... 43
Canadian Cordage and Mfg. Co. .... 9	Hyde, F. & Co. .... 31	<b>N</b>	Stantons Limited. .... 43
Canadian Rubber Co. .... 12		Newman, W., & Sons. .... 49	St. George, H. E. .... 41
Canadian Sewer Pipe Co. .... 20	<b>I</b>	North Bros. Mfg. Co. .... 1	Summers, John, & Sons. .... 6
Claus Shear Co. .... 41	Imperial Varnish and Color Co. .... 38	Nova Scotia Steel and Coal Co. .... 31	
Consolidated Plate Glass Co. .... 41	Iver Johnson Arms and Cycle Works. .... 16		<b>T</b>
Consumers' Cordage Co. .... 11	<b>J</b>	<b>O</b>	Taylor-Forbes Co. .... outside front cover
Contract Record. .... 49	Jackson, C. F., & Co. .... 31	Oakey, John, & Sons. .... 46	Technical Book Advt. .... 10
Covert Mfg. Co. .... 49	Jardine, A. B., & Co. .... 20	Office Specialty Mfg. Co. .... 57	Thompson, B. & S. H., Co. .... outside back cover
Cutts, O. M., & Co. .... 47	Jenking, A. O. .... 53	Onida Community. .... 6	Thorne, R. E. .... 30
	Johnston, Rd., Clapham & Morris. .... 6	Ontario Silver Co. .... 6	Turnbull & Henderson. .... 36
<b>D</b>		Ontario Tack Co. .... 14	
Davidson, Thos., Mfg. Co. .... 2	<b>K</b>	Ontario Wind Engine and Pump Co. .... 45	<b>U</b>
Deseronto Iron Co. .... 31	Kemp Mfg. Co. .... 12	Owen Sound Wire Fence Co. .... 7	Utica Drop Forge & Tool Co. .... 21
Dods, F. D., & Co. .... 41	Kerr Engine Co. .... 21		<b>W</b>
Dominion Belting Co. .... 45	<b>L</b>	Page-Hersey Iron and Tube Co. .... 21	Wallace Barnes Co. .... 49
Dominion Wire Mfg. Co. .... 7	Leslie, A. C., & Co. .... 31	Page Wire Fence Co. .... 49	Walter, E. F., & Co. .... 4
Dorken Bros. & Co. .... outside front cover, 6	Lewis Bros. & Co. .... 3	Paterson Mfg. Co. .... 56	Walsh Tinplate & Metal Stamping Co. .... 4
Dowswell Mfg. Co. .... 24	Lewis, Rice, & Son. .... inside front cover	Penberthy People. .... 21, 49	Western Wire Nail Co. .... 32
<b>E</b>		Penberthy Injector Co. .... 23	Wright, E. T., & Co. .... 47
Enterprise Mfg. Co. .... 60		Phillips, Chas. D. .... 45	
Erie Specialty Co. .... 60			



## CLASSIFIED LIST OF ADVERTISEMENTS.

**Accountants and Auditors.**

Hoskins, David, Toronto.  
Jenkins & Hardy, Toronto.

**Aluminum Castings.**

Canadian Aluminum Works, Montreal.

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Taylor-Forbes Co., Guelph, Ont.

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Pedlar People, Oshawa, Ont.  
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Maxwell, David, & Sons, St. Marys.

**Clippers—All Kinds.**

American Shearer Mfg. Co., Nashua, N.H.  
Burman & Sons, Birmingham, Eng.  
Dorken Bros. & Co., Montreal.

**Clothes Reels.**

Waggoner Ladder Co., London, Ont.

**Concrete Block Machines.**

Concrete Block Machine Co., Toronto.

**Cordage.**

Canadian Cordage and Mfg. Co., Peterborough, Ont.  
Consumers' Cordage Co., Montreal.  
Hamilton Cotton Co., Hamilton.

**Cork Screws.**

Erie Specialty Co., Erie, Pa.

**Customs Brokers.**

Turnbull & Henderson, Vancouver, B.C.

**Cutlery—Razors, Scissors, etc.**

Birkett, Thos., & Son Co., Ottawa.  
Butler, Geo., & Co., Sheffield, Eng.  
Olaua Shear Co., Toronto.  
Dorken Bros. & Co., Montreal.  
Heinisch's, R., Sons Co., Newark, N.J.  
Lamplough, F. W., & Co., Montreal.  
Silberstein, A. L., New York.  
Smith & Hemenway Co., New York.  
Walter, E. F., & Co., Montreal.  
Wiebusch & Hilger, New York.

**Educational.**

Metropolitan Business College, Ottawa.  
St. Margaret's College, Toronto.

**Electric Fixtures.**

Canadian Aluminum Works, Montreal.  
Morrison James, Mfg. Co., Toronto.  
Munderloh & Co., Montreal.

**Files and Rasps.**

Barnett Co., G. & H., Philadelphia, Pa.  
Diston, Henry & Sons, Philadelphia, Pa.  
Grose, Walter, Montreal.

**Financial Institutions.**

Bradstreet Co.  
British America Assurance Co., Toronto.  
Canadian Bank of Commerce, Toronto.  
Confederation Life Ass., Toronto.  
Metropolitan Bank, Toronto.  
Reed, Jos. B. & Sons, Toronto.  
Western Assurance Co., Toronto.

**Firearms and Ammunition.**

Hamilton Rifle Co., Plymouth, Mich.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.  
Walter, E. F., & Co., Montreal.

**Food Choppers.**

Enterprise Mfg. Co., Philadelphia, Pa.  
Lamplough, F. W., & Co., Montreal.  
Smith & Hemenway Co., New York.

**Galvanizing.**

Ontario Wind Engine and Pump Co., Toronto.

**Garden Tools.**

Stanforth, Thos., & Co.—J. S. Parkes, agent, Montreal.

**Gas Lamps and Sundries.**

Auer Light Co., Montreal.

**Glaziers' Diamonds.**

Sharratt & Newth, London, Eng.  
Shaw, A., & Son, London, Eng.

**Glue.**

Grove Chemical Co., Lancashire, Eng.

**Hardware Specialties.**

Erie Specialty Co., Erie, Pa.

**Harvest Tools.**

Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

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Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

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Canadian Rubber Co. of Montreal.

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Canada Horse Nail Co., Montreal.  
Peck Rolling Mills Co., Montreal.

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Gurney Foundry Co., Toronto.

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North Bros. Mfg. Co., Philadelphia, Pa.  
White Mountain Freezer Co., Nashua, N.H.

**Ice Cutting Tools.**

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North Bros. Mfg. Co., Philadelphia, Pa.

**Injectors—Automatic.**

Penberthy Injector Co., Windsor, Ont.

**Iron Pipe.**

Page-Hersey Iron and Tube Co., Guelph.

**Iron Pumps.**

McDougall, R., Co., Galt, Ont.

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Waggoner Ladder Co., London, Ont.

**Lanterns.**

Kemp Mfg. Co., Toronto.  
Ontario Lantern Co., Hamilton, Ont.  
Wright, E. T., & Co., Hamilton.

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Taylor-Forbes Co., Guelph, Ont.

**Ledgers and Office Stationery.**

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**Lumbermen's Supplies.**

Birkett, Thos., & Son Co., Ottawa.

**Lye.**

Gillett, E. W., Co., Limited, Toronto.

**Machinery Supplies.**

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Canada Foundry Co., Toronto.  
Fairbanks Co., Montreal and Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Kerr Engine Co., Walkerville, Ont.  
Morrow Machine Screw Co., Ingersoll, Ont.  
Ontario Wind Engine and Pump Co., Toronto.  
Penberthy Injector Co., Windsor.

**Manufacturers' Agents.**

Gibb, Alexander, Montreal.

**Metals.**

Booth Copper Co., Toronto.  
Canada Iron Furnace Co., Midland, Ont.  
Canada Metal Co., Toronto.  
Deseronto Iron Co., Deseronto, Ont.  
Gibb, Alexander, Montreal.  
Gilbertson, W., Pontardawe, Wales.  
Hankin, F., Montreal.  
Ironside, Sen & Co., London, Eng.

Jackson, C. F., & Co., Vancouver, B.C.  
Johnston, R. J., Clapham & Morris, Manchester, Eng.  
Kemp Mfg. Co., Toronto.  
Leslie, A. C., & Co., Montreal.  
London Rolling Mills Co., London, Ont.  
Lysaght, John, Bristol, Eng.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Peck Rolling Mills Co., Montreal.  
Samuel, Benjamin & Co., Toronto.  
Thompson, B. & S. H. & Co., Montreal.

**Metal Lath.**

Metallic Roofing Co., Toronto.

**Metal Polish, Emery Cloth, etc.**

Anglo-Canadian Supply Co., Toronto.  
Solarine Company, Chicago.  
Oakley, John, & Sons, London, Eng.

**Metallic Window Screens.**

Cutts, C. M., & Co., Toronto Junction.

**Milk Cans and Trimmings.**

Davidson, Thos., Mfg. Co., Montreal.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London, Ont.  
Wright, E. T., & Co., Hamilton, Ont.

**Mops.**

Tarbox Bros., Toronto.

**Nails and Spikes.**

Peck Rolling Mills Co., Montreal.

**Office Furniture.**

Office Specialty Mfg. Co., Toronto.

**Paints, Oils and Glass.**

Alabastine Co., Paris, Ont.  
American Window Glass Co., Montreal.  
Berry Bros., Detroit and Walkerville.  
Canada Paint Co., Montreal.  
Consolidated Plate Glass Co., Toronto.  
Dods, P. D., & Co., Montreal.  
Dominion Linseed Oil Co., Montreal.  
Henderson & Potts Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. C., & Co., Montreal.  
Lucas, John, & Co., Philadelphia, Pa.  
Luxur Prism Co., Toronto.  
McArthur, Corneille & Co., Montreal.  
McCasill, Dougall & Co., Montreal.  
Merrick, Anderson & Co., Winnipeg.  
Nobles & Hoare, London, Eng.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Rattray, D., & Sons, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works, Windsor, Ont.  
Thorne, R. E., Montreal.

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United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.

**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**

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Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gies, Philip, Berlin, Ont.  
Jardine, A. B., & Co., Hespeler, Ont.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Page-Hersey Iron and Tube Co., Guelph.  
Standard Ideal Sanitary Co., Port Hope.

**Portland Cement.**

Hanover Portland Cement Co., Hanover, Ont.  
Hyde, F., & Co., Montreal.  
Thompson, B. & S. H. & Co., Montreal.

**Pottery.**

Foster Pottery Co., Hamilton, Ont.

**Poultry Netting.**

Page Wire Fence Co., Walkerville, Ont.  
Greening, B., Wire Co., Hamilton, Ont.

**Refrigerators.**

Davidson, Thos., Mfg. Co., Montreal.  
Ham & Nott Co., Brantford, Ont.  
Sanderson-Harold Co., Paris, Ont.

**Roofing Supplies.**

Bird, J. A. & W., & Co., Boston.  
Jenkin, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.

**Saws.**

Disston, Henry, & Sons, Philadelphia, Pa.  
Shurly & Dietrich, Galt, Ont.

**Sap Buckets and Spouts.**

Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Scales.**

Fairbanks Co., Montreal and Toronto.  
Gurney Scale Co., Hamilton, Ont.  
New-Warren Scale Co., Montreal.

**Screen Doors and Windows.**

Sanderson-Harold Co., Paris, Ont.  
United Factories, Toronto.

**Screws, Nuts, Bolts.**

Acme Lathe Products Co., Manchester, Eng.  
Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
Canada Foundry Co., Toronto.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.

**Sewer Pipes.**

Canadian Sewer Pipe Co., Hamilton.  
Hyde, F., & Co., Montreal.

**Shelf Boxes.**

Bennett Mfg. Co., Pickering, Ont.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Ship Chandlery.**

Lewis, Rice, & Son, Toronto.

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Ontario Silver Co., Niagara Falls.

**Sporting Goods.**

Fisher, A. D., Toronto.

Lewis, Rice, & Son, Toronto.

**Stable Fixtures.**

Greening, B. Wire Co., Hamilton, Ont.

Oneida Community Co., Niagara Falls, Ont.

Metal Shingle & Siding Co., Preston, Ont.

**Stamps, Stencils, etc.**

Superior Mfg. Co., Toronto.

**Steel Rails.**

Algoma Steel Co.—Drummond, McColl & Co., Agents, Montreal.  
Jackson, C. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

**Stock Food.**

Colonial Stock Food Co., Toronto.  
International Stock Food Co., Toronto.

**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Store Lighting.**

Auer Light Co., Montreal.

Grose, Walter, Montreal.

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Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Gies, F., Berlin, Ont.  
Guelph Foundry Co., Guelph.  
Gurney Foundry Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
St. Arnaud Freres, Montreal.  
Stewart James Mfg. Co., Woodstock.  
Telephone City Stoves, Brantford.  
Wright, E. T., & Co., Hamilton.

**Stove Polish.**

St. Arnaud Freres, Montreal.

**Tacks.**

Ontario Tack Co., Hamilton.

Peck Rolling Mills Co., Montreal.

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Ridgely Trimmer Co., Springfield.

**Warehouse Trucks.**

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Connor, J. H., & Son, Ottawa.  
Dowswell Mfg. Co., Hamilton, Ont.  
Taylor Forbes Co., Guelph, Ont.

**Wholesale Hardware.**

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Frothingham & Workman, Montreal.  
Howland, H. S., & Sons Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Merrick, Anderson & Co., Winnipeg.

**Window and Sidewalk Prisms.**

Hobbs Mfg. Co., London, Ont.  
Luxur Prism Co., Toronto.

**Window Cards and Signs.**

Martell-Stewart Co., Montreal.

**Wire Springs.**

Henderson, J. A., Montreal.  
Wallace, Barnes Co., Bristol, Conn.

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American Steel and Wire Co., New York, Montreal, Chicago.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal and Toronto.

Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor & Banwell Fence Co., Walkerville, Ont.

Oneida Community, Niagara Falls.  
Owen Sound Wire Fence Co., Owen Sound.

Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F. & Co., Montreal.

Western Wire & Nail Co., London, Ont.

**Woodenware.**

Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.

Waggoner Ladder Co., London, Ont.

**Wrapping Papers.**

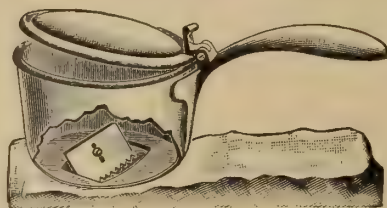
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McArthur, Alex., & Co., Montreal.



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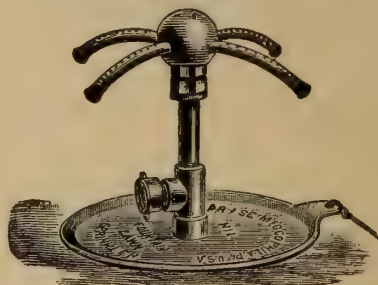
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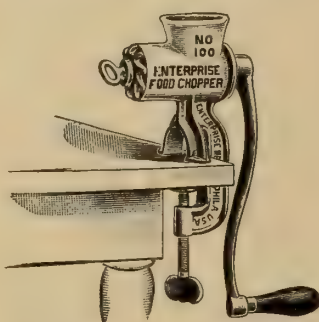
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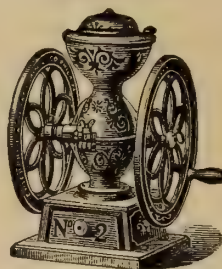
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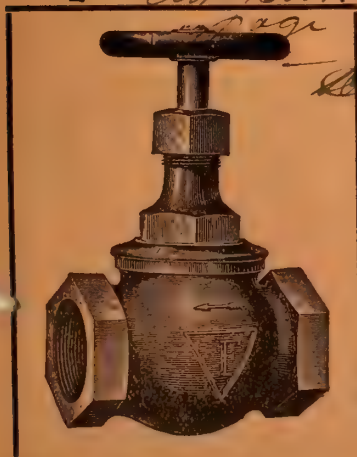
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VOL. XVII.

MONTREAL AND TORONTO, MARCH 18, 1905

NO. 11 3

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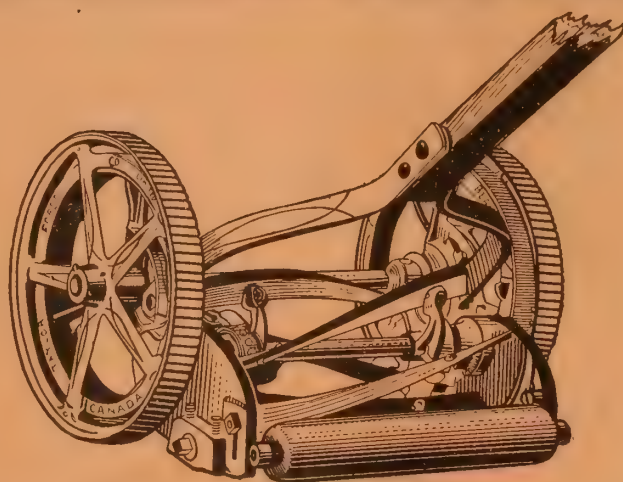
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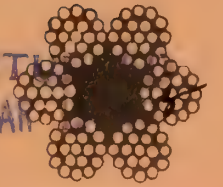
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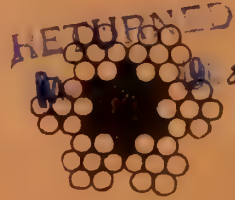
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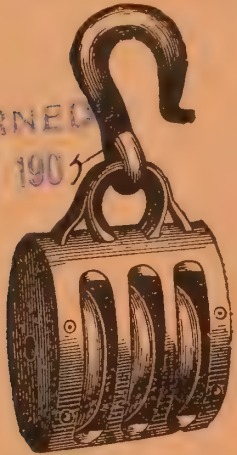


ANCHORS

SEND  
FOR  
CATALOGUE  
OF  
BOAT  
FITTINGS



WIRE ROPE



WOOD PULLEY BLOCKS



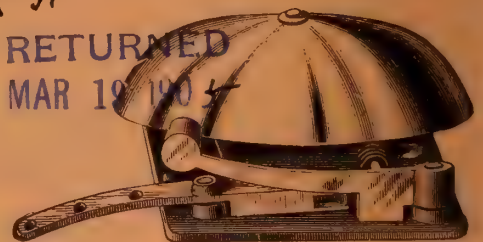
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WOOD PULLEY BLOCKS



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ALL SIZES

STEAMBOAT GONGS

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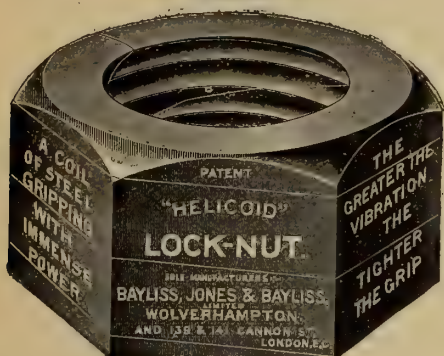
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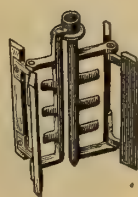
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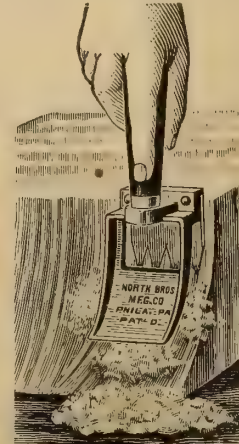
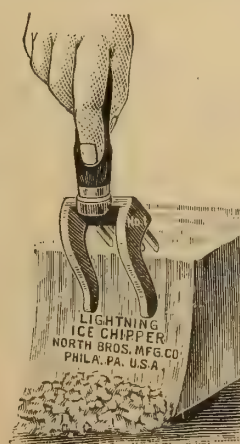


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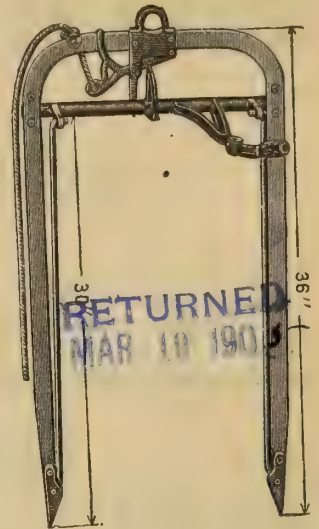




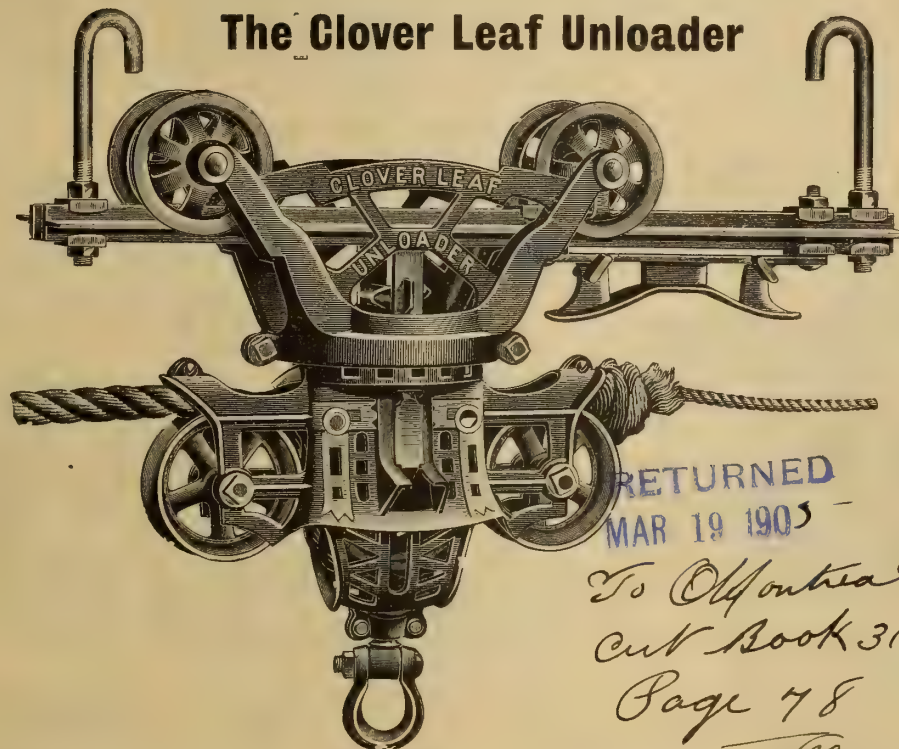
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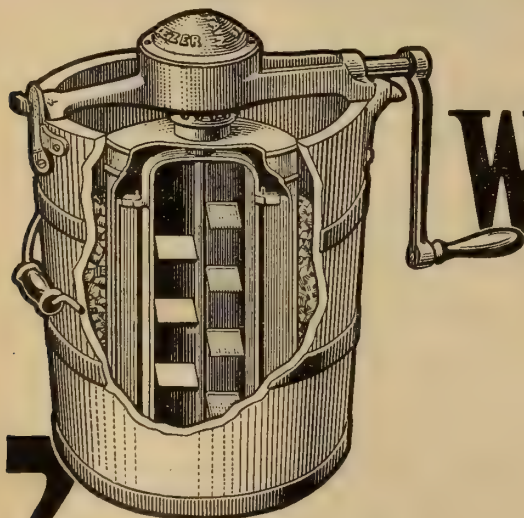
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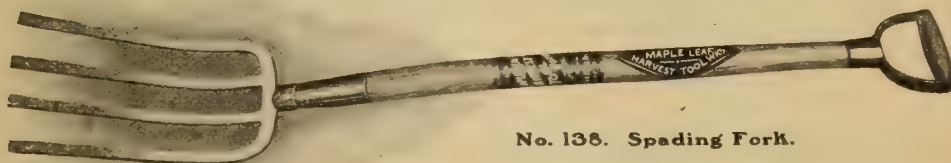


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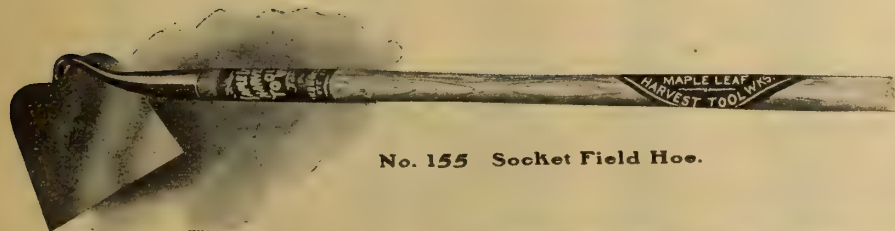
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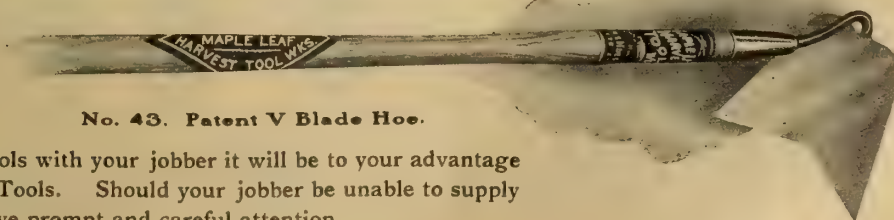
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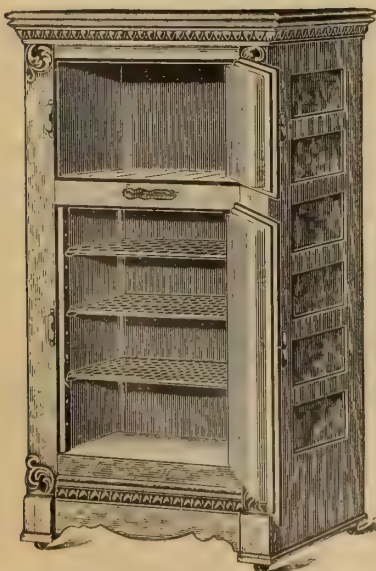
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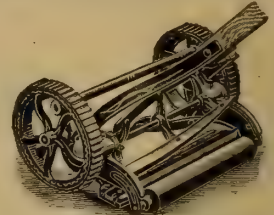
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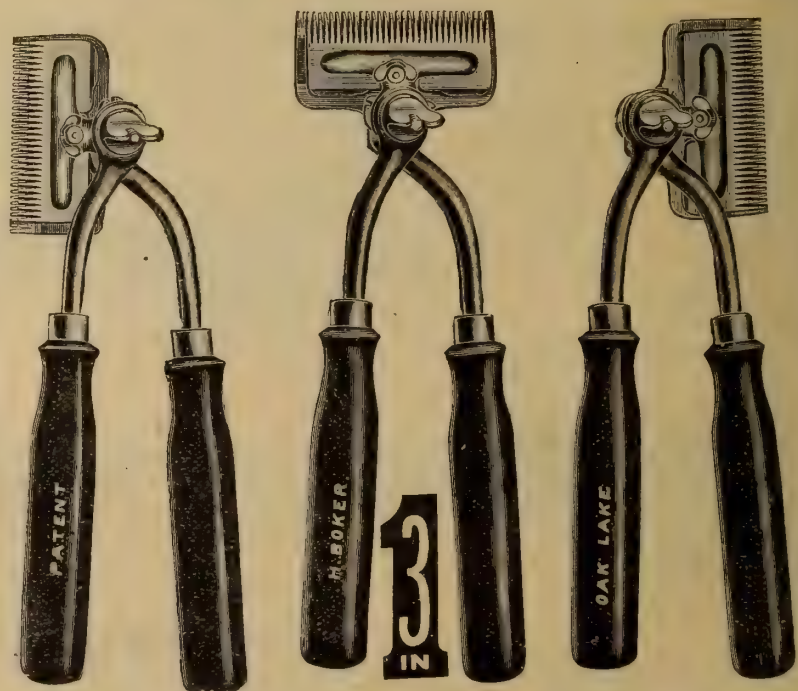
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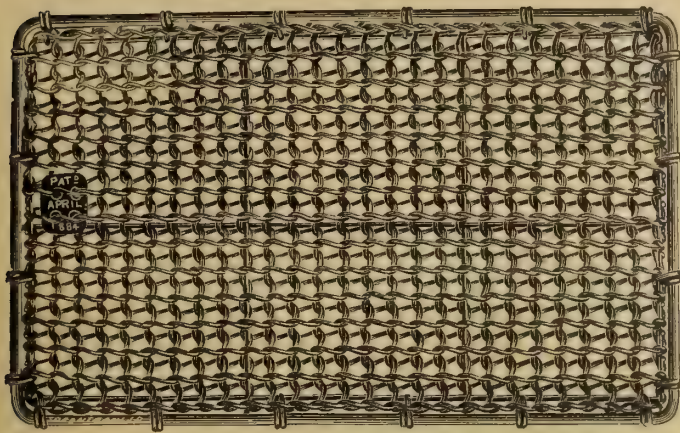
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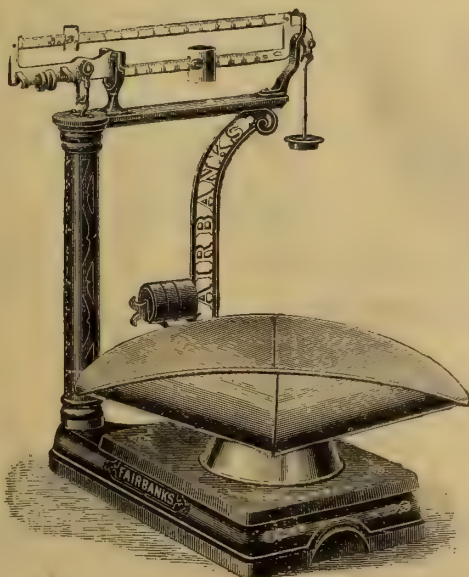
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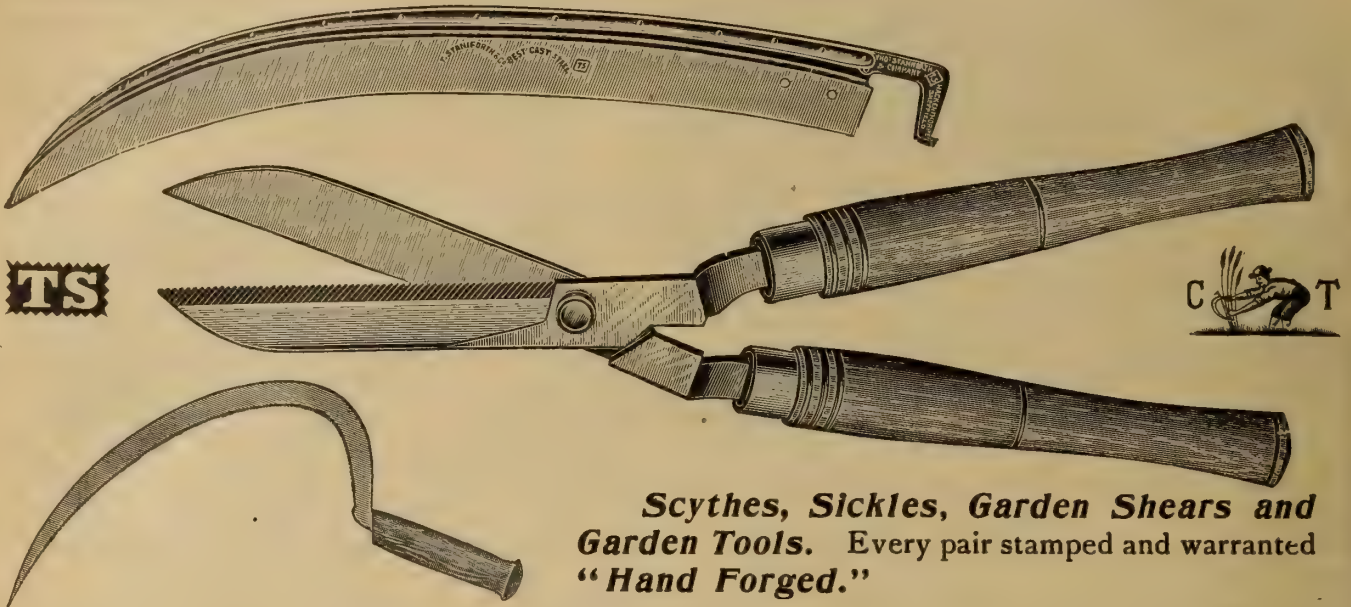
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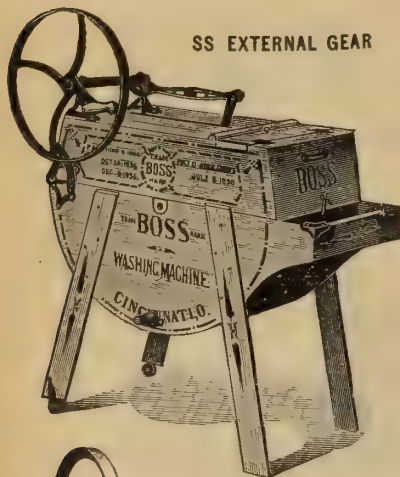
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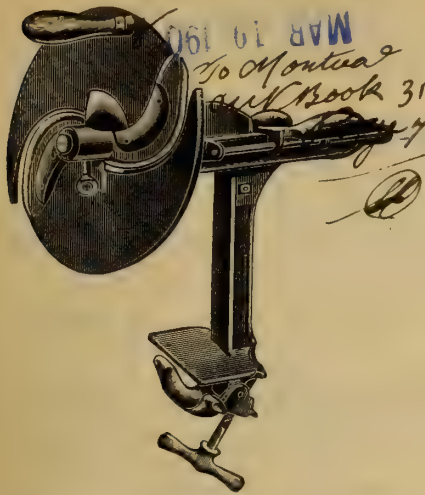
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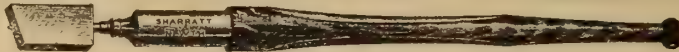
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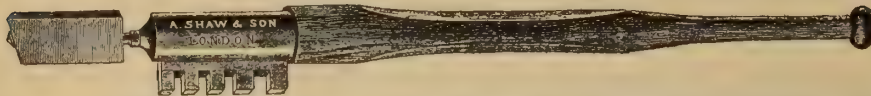
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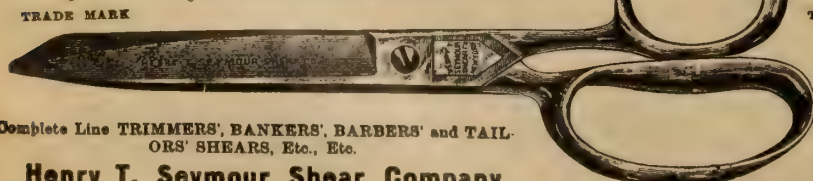
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# PROFIT AND LOSS ACCOUNTS

**T**HE Profit and Loss account is and naturally should be the most essential and carefully watched account on a merchant's books, says The Tradesman. The careful merchant will keep separate accounts for both profits and losses. It is only in this way that the careful man may trace results showing what constitutes the excessive losses which will naturally develop and likewise determine definitely if the profit channels are as highly cultivated as circumstances warrant.

While the ultimate results of both profits and losses are merged in actual operation, yet each should be separately considered and the writer would call special attention in this article to ways and means for fostering and encouraging the substantial inflation of the profit account.

The first step toward a satisfactory adjustment of the profit account is to know what percentage to add to the cost and then to have the courage and backbone to sell the goods at the proper price. The knowledge as to the correct percentage to be added to the cost of the goods and whether or not the percentage should be based on factory cost or the cost f. o. b. the merchant's city depot, is only obtained by experience, either of the merchant himself or of a brother merchant with whom he may exchange ideas.

A careful consideration of the freight cost of goods from factory to merchant will convince the most sceptical that under no consideration should the freight be constituted a part of the cost of doing business, or in other words, be termed an expensive item. Expense can only be construed as cost of operating a business. Freight is certainly not an element in the cost of conducting a business, therefore it cannot be justly called an expense item. It is just as reasonable to charge the actual factory cost of goods to the expense account as it is to charge the freight to the expense account. As additional evidence of this argument many factories sell goods delivered or allow so much per hundred pounds freight allowance. It is good business policy for a merchant to deduct from the invoice cost of the goods purchased on a delivered basis the estimated freight charge and charge the same to the expense account, and run the balance to merchandise account.

Frankly, there is just as much equity and philosophy in adopting this policy as in charging the freight to the expense account instead of including same in the invoice cost and running all to the merchandise account.

In taking stock, or in adjusting fire insurance losses, the freight should always be considered as a part of the invoice cost. Every invoice should be carefully preserved and the actual amount of the freight charges should be placed in each invoice. In this way freight over-charges may be more carefully watched and many dollars saved. It is to be presumed that all merchants use great precautions in checking up their invoices covering goods purchased. The prices should be carefully compared with previous prices or quotations, the extensions and additions should be scanned and any errors promptly reported. So also should the freight items be closely scrutinized. The merchant should insist that bills of lading accompany all invoices and that both the rates and weights be inserted. These bills of lading must be carefully filed and compared with the freight bills when the goods arrive. It is just as necessary to make these comparisons and have any mistakes corrected as to ask the factories to correct errors, in either prices or extensions.

Granting that the arguments that have been advanced are correct and that the item of freight should be considered a part of the invoice cost of goods rather than a part of the cost of doing business, more generally called expense, the next step is to arrive at the proper percentage which should be added to the delivered cost of goods in order that the same may yield a remunerative profit in excess of the expense account, or in other words, the cost of doing business.

The first question that will naturally arise is, what is the aggregate cost of doing business, and what is the ratio between this expense and the volume of business during any certain period? Take for instance, one year's records. A merchant does a gross annual business of \$100,000. His total expense is \$15,000—this consisting of all the expense or cost of handling the \$100,000 annual business. This includes salaries of both employees and employers, traveling ex-

penses of salesmen, postage, insurance, printing, advertising, rent of store and warehouses, legal rate of interest on borrowed money and capital invested, depreciation on such assets which decrease in value by reason of usage, drayage, boxing and such items.

Many merchants, especially unincorporated concerns, do not pay themselves salaries. In other words they work gratuitously, charging nothing for their services. Is this right? While it is of course true that they draw money as they need it, yet it is not charged up as an expense, in other words they are drawing on their profits. This plan has a tendency to place one's business upon a wrong basis. The houses who are following this practice imagine that their percentage of cost of doing business is so very low that they can add a small percentage of profit to their goods and yet successfully compete with their fellow merchants, yet at the end of the year they are sorely puzzled and surprised at the very small amount of their net profits. This policy has even more serious effect on the merchant's competitors. They hear of the close prices which their inexperienced or misguided competitors are making and, without perhaps counting the cost, they go around and solicit business at the same meagre margin of profit. They appreciate all the items going to make up the cost of doing business and in consequence they know the actual amount of operating expenses and are in position to determine accurately when they are falling behind and in what channels. While they may be losing money on some lines, yet on others they are realizing large profits and the aggregate results, while not entirely satisfactory, yet are not unexpected.

Again, merchants who own their own stores and warehouses do not charge up to expense account just and reasonable rent for the same. They should realize the fact that the property represents so much capital invested and that as such it should yield an interest in comparison to its worth. Merchandising at best pays very inadequately and if no consideration is taken in the expense account of proper compensation for the use of the property it's dollars to doughnuts that the merchant's net profit account at the end of the year will not afford any kind of a show when considering ad-



ditional profits in return for the use of the property in question.

Another disturbing element is the practice of still other merchants in not charging up to the expense account interest on borrowed money and also legal rate of interest on capital invested. This plan is just as dangerous as those of not paying one's self a reasonable salary each month for services rendered or in charging up to the expense account rent on store property owned by partners, singly or together.

As has been shown, the merchant who does not charge to his expense account all the items of expense above mentioned is building his expectations on a sand foundation. The waves in the form of actual expense not provided for will beat upon the foundation, the sand will crumble and slip away and the house will fall. Not only will the merchant in question suffer, but those with whom he comes in competition will, to a very great extent, reap the damage and perhaps disaster.

Ignorance is the merchant's most serious danger. Few business men will rush blindly into conditions which they know to be hazardous. Knowledge is power—more to be desired in mercantile pursuits than possibly in any other profession. Statistics show that 90 per cent. of the business men fail at some period in their career. Failures in other professions are in a very much smaller proportion. The question arises, why is this so? What circumstances bring about such results? One word will tell the story. It is Knowledge. To enter a profession it is customary, and in fact often necessary, to study for years and to be compelled to stand examinations and in this way demonstrate one's ability and knowledge before he is permitted to actually enter a profession. Unfortunately, how different it is in mercantile pursuits. A man with a few dollars, of good standing and fair credit, will enter business with which he is entirely unfamiliar. He is, of course, compelled to learn by his own or others' experience. It may not be possible for him to be guided by the experience of others or he may be too bull-headed to profit by the experience of others, consequently the chances are nine to one that his business venture will result disastrously, the natural consequence of not providing a sufficient margin of profit to cover the expense of conducting the business and leave a balance adequate to accumulate a surplus or at least provide for a reasonable amount from the capital invested and the time and attention devoted to the business.

One of the most serious obstacles confronting the merchant in his efforts to secure a remunerative profit is the fear of competition. Imaginary cutting and

demoralization is often the cause of more trouble and loss of profit than real honest competition. A merchant will shut his eyes and blindly follow unrestrained competition, regardless of results. He considers prestige or the ability to meet cut prices of greater value than the stability and permanency of his house. He would rather have the pleasure of meeting cut price with a counter cut, even at actual loss, than pass the business, when otherwise he could devote his time to introducing new goods and cultivating new customers, both of which would yield very profitable returns.

The parting of the way is ever before the business man. One way leads to success and wealth; the other to ultimate failure. One way stipulates the absolute maintenance of profit bearing prices, the other leads to merchandizing at remunerative selling prices—either through ignorance or in a futile attempt to sell at prices resulting through actual conditions in some instances, but more often caused by misrepresented and untrue reports. Experience has clearly demonstrated the fact that a merchant can do business upon a profitable basis even though his competition is demoralizing the market. Local conditions must be taken into consideration, personal influence should be brought to bear upon those whose patronage is desired. Up-to-date business methods must be adopted and other methods too numerous to mention can be utilized which will prove effective.

The percentage of profit which should be added to the delivered cost of goods varies, both on different lines as well as in different localities. The goods which are termed staples and which are sold very extensively, naturally should be sold on a somewhat smaller margin than other lines which are not sold so extensively and which by virtue of their manufacture and purposes, should yield a higher percentage of profit. Sixteen and two-thirds per cent. profit added to the delivered cost of goods, is as small a profit as should be permitted on staple goods. On other lines the percentage should, of course, vary from 20 per cent. to 66 2-3 per cent. Some articles will very well bear 100 per cent. profit.

Mr. Merchant, you must realize once for all that if you expect to make your business a successful and prosperous one you must sow such seed as will bear the proper fruit. Meagre profits will bring forth an unprofitable and certainly an unsatisfactory business. Good healthy profits will place your business in a prosperous and successful condition. You are the one to determine which policy you will pursue. You know full well the conditions of both propositions. Exercise good business judgment and take a firm and decisive stand for good healthy profits or no business. Experience will demonstrate the wisdom of such a course.

## **CATALOGUES AND BOOKLETS.**

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

### **Dan Patch's Picture.**

**T**HE International Stock Food Company are sending out a handsome picture of Dan Patch, the champion harness horse of the world, with a record of 1.56, which is owned by Mr. M. W. Savage, Minneapolis, of the International Stock Food Company. This record is certainly the most wonderful mile ever done by a horse, as it was made without windbreak or other advantage, and six weeks previous to October, 1904, when the record was made at Memphis, Tenn., Dan Patch was given up to die by three leading veterinaries at Topeka, Kansas.

If International Stock Food could do so much for Dan Patch it surely should be an article of great value to all stock raisers. Hardware dealers in many districts have found stock food to be a good side line and any who desire a copy of the picture or other information should write the above company at their Toronto offices, mentioning **Hardware and Metal** in their letters. The picture would adorn any store or office as it is not disfigured by large advertisements.

### **Metallic Roofing Company.**

In **Hardware and Metal** of Dec. 17 a large and handsome catalogue, published by the **Metallic Roofing Company** was reviewed. Those of our readers who have copies are now asked to refer to page 181 and change the code word under plate 491 to read "Goswin." Readers interested in sheet metal roofing who have not secured a copy of this catalogue should write for one, mentioning **Hardware and Metal**.

### **Three Trains of Paint.**

"S. W. P." for March has been received and its most striking feature is two pages devoted to three photographs of Sherwin-Williams: "Texas Specials"

## **WIRE NAILS TACKS WIRE**

Prompt Shipment

**The ONTARIO TACK CO.**

Limited.  
**HAMILTON, ONT.**



Nos. 1, 2 and 3. These three trains of seventeen, eighteen and twenty cars were sent from Cleveland to Texas between Feb. 4, 1904, and Feb. 10, 1905, they being loaded exclusively with Sherwin-Williams paints and varnishes. This shows a large consumption of prepared paints in the Lone Star State, and is considered a world's record by the "S. W. P." publishers. Dealers should secure a copy of the publication, which will be sent to any who mention Hardware and Metal when writing.

#### A Handsome Picture.

The Ogilvie Flour Mills Company, Montreal, are sending out a very handsome wall picture, showing two old men reading the daily paper and discussing the contents. The picture would adorn any kitchen wall and be a perpetual reminder of "Royal Household Flour." A copy will be sent to any who mention Hardware and Metal when writing.

#### EXEMPTION FROM SPECIAL DUTY.

**A** LIST has been compiled comprising all the articles exempt from special duty, under subsection 7, and other provisions of the Customs Act, on which decisions of the Department have been requested.

Boiler plate, flange plate and fire-box plate, for use only in the manufacture of boilers (conditional on following declaration being subscribed and attested to by the importer on the face of the entry: "The plates above described are boiler plates, flange plates or fire-box plates (as the case may be) which have been imported in good faith as such and will be used only in the manufacture of boilers").

Universal mill or rolled edge bridge plates when imported by manufacturers of bridges for use only in the manufacture of bridges (conditional on declaration being subscribed and attested to accordingly by the importer on the face of the entry).

Rolled edge plate, not less than  $\frac{1}{2}$  inch thick and over 15 feet long, when imported and to be used only for tires of traction engines (conditional on declaration being subscribed and attested to accordingly by the importer on the face of the entry).

Flat galvanized sheet iron, guns and rifles, not military; twist drills, cabinet locks, pad locks, steel beans, tees, girders, for structural purposes, when not punched, drilled or in any further stage of manufacture than as rolled; pens and pencils, double tape fuses, dictionaries, English; bi-carbonate of soda, rubber brushes, spread plasters, spitting cup and re-filler, vapo-cresoline, peroxide of hydrogen, hydrozone, school writing slates.

*Stands  
Hard  
Wear.*



**A HIGH GLOSS FINISH FOR  
INTERIOR DECORATION**

*Stands  
Frequent  
Washing.*

Hardware and Metal.

Painting Kitchen Walls.

**A** PAINTER recently wrote the Painters' Magazine stating that he had painted the sand finished walls and ceiling of a kitchen four coats of paint as follows: First coat, lead, oil and dryer, very thin; second coat, the same, but heavy; third coat, lead and turpentine, and fourth coat, the same, and is afraid that the job will not wear well, as it is likely to have rough usage and will require frequent washing. He was replied to as follows: Kitchen walls and ceilings are usually finished in gloss, as flat finish smuts too much, and the best thing to do is to wash down the finish with soap and water, to which a little ammonia is added and then give it a good coat of inside varnish or oil paint.

of the Belgian Window  
Industry  
in Belgium  
the w

**SHERWIN-WILLIAMS ENAMELOID** is most excellent for use on kitchen, clothes closet and other similar walls. It is moderate in price, yet of a quality that insures satisfactory results wherever properly applied.

Made in eighteen desirable colors, making possible the most pleasing and artistic color combinations.

*If you are not selling Enameloid now, write us today for prices. You will find a ready sale for it and it sells with good profit at a price within the means of every property owner.*



**THE SHERWIN-WILLIAMS CO.**

Canadian Headquarters and Plant, 639 Centre Street, Montreal.  
Warehouses—Toronto, 86 York Street; Winnipeg, 147 Bannatyne Street, East.

1371

#### Articles Subject to Special Duty.

The following list does not comprise all the articles subject to special duty, but only articles on which decisions of the Department have been requested:

Air brake equipment, air pumps, boilers, cranes (electric traveling), cranes (hand power), cranes (water), castings (heavy machinery, columns), diggers (beaver post hole), fences (hammered iron), grilles (door, bank, etc.), hydrants (for fire purposes), injectors (easy), locomotives, momentum brake, nuts (cold pressed), pumping machinery, pipe (water, gas and heavy flanged), screws (set, cap, etc.), switchboards, wrought-iron pipe 3 inches and under, stationary boilers and steam engines, meat choppers, wire rods, saws, steel billets, hoop iron and steel, 16 gauge and thicker, steel rails, horse shoes, horse shoe nails, steel plate, 50 inches and less in width,  $\frac{3}{4}$  inches and less in thickness, but not thinner than No. 12 gauge, railway fish plates, glazier points, steel angles up to 5 inches by 5

inches, writing ink, typewriter ribbons, structural work (including bridges), trucks (street railway Curtis type), specials (such as tees, ells, etc.), trucks, (railway freight), valves, water towers, insulated wire and cables, incandescent and arc lamps, sockets, receptacles, cut-outs, plugs, rosettes and wiring accessories, cross arms, switches, porcelain insulators and cleats, lightning arresters, electric meters, transformers, dynamos and generators, motors, plumbers' earthenware, stove polish, grass mats, Linoleum and oil cloth, linseed oil, paper, glass bottles, bon ami, scouring soap, card games (such as playing cards, etc.), games (such as Parchesi, Halma, soldier boy, etc., made of straw board and card board), antiseptic gauze, carbon paper, carpets, cartridge and ammunition, mucilage, dynamite, electric fuse for blasting purposes, pail and tubs, patent medicines, non-alcoholic, photographic dry plates, soap, of all kinds, powder, detonators, confectionery, of all kinds, baking powder, postum cereal,



grape nuts, shredded wheat biscuits and other breakfast foods, almond paste, gun wads, sen sen, licorice pastilles, iodine of potassium, flat iron and steel bars, all sizes up and including 10 inches in width, and up to 1½ inches in thickness, round steel, up to 5 inches in diameter, polished shafting, up to 5 inches in diameter, square bars, up to 12 inches square, car axles, steel sections, such as plow beams, channel steel, binder bars, tee bars, cutter bars, hermetically sealed tube dressings, absorbent cotton, absorbent lint, antiseptic jute, antiseptic oakum, antiseptic sponges, antiseptic zimocca, antiseptic abdominal sponges, Ashton's laparotomy set, antiseptic absorbent cotton mops, ligatures and sutures, surgeons' twisted silk, surgeons' braided twist, pure white braided silk, "cable twist" surgeons' silk, Lawson Taite's silk, raw-twisted surgeons' silk, plaster paris bandages, bandages double or tubular stockinette, grey open-woven bandages, unbleached roller bandages, washed and ironed roller bandages, antiseptic gauze absorbing bandages, medicated gauze bandages, heavy crinolin bandages, flannel bandages, rubber bandages, Esmarch's triangular bandage, first-aid packets, elastic hosiery, belts and supporters, elastic stockings, trusses, tom-thumb jujubes, Sa Yo mint jujubes, small channels, rake teeth, concave and convex sleigh shoe steel, drill hoe points, bevel edge bars, rifle bars, tie plate, special fish plate, angle bars, half, rounds, half ovals, toe caulk sections, half round shaft steel, channel sleigh shoe steel, spring steel, sleigh shoe steel, tire steel, machine steel, harrow tooth steel, polished shafting, forging, all kinds of shoe work, iron or steel washers, lead pipe, wire, all kinds, sizes and gauges, bale ties, wire nails, sash pins, escutcheon pins, spikes, wrought and wire, all kinds and bolts, all kinds and sizes, coach screws, lag screws, nuts, washers, rivets, all kinds and sizes, picture frame points, felloe plates, tacks, all kinds and sizes, including nails, rivets for shoemakers' use, staples, all kinds and sizes, tufting buttons, white lead (ground in oil), putty, shot, all kinds and sizes, refined sugar imported after November 23rd, 1904, (except sugar refined in a British country granted tariff preference by Canada,) indelible ink.

#### FRANK COCHRANE IMPROVING.

Mr. Frank Cochrane, of Sudbury, whose accident a month ago was read of with such regret by the hardware trade, has improved sufficiently to be removed from the hospital at Copper Cliff to his home in Toronto, this being

done on Thursday, the 9th instant. Supt. Nelson, of the C.P.R., who was with Mr. Cochrane when he met with his accident, took his private car to Copper Cliff and had the injured man removed in this car to North Bay, where the transfer to the G.T.R. was made. Hardwaremen generally wish Mr. Cochrane a speedy recovery.

#### THE BRANDON BINDER TWINE CO.

OWING to the competition of the International Harvester Co., it is doubtful whether the Brandon Binder Twine Co., of Brandon, Man., will manufacture any twine during 1905.

A rather unsatisfactory condition of affairs was revealed at the annual meeting of the company, recently held in Brandon. It was found that only \$21,820 of the proposed new issue of \$40,000 of stock had been applied for. It was then decided to press for additional applications, and in response applications were made for \$3,140 more. It became evident that it would be impossible to secure the balance of the \$36,860 at that meeting.

A motion was then made instructing the directors to take the necessary steps

to wind up the affairs of the company. An amendment was moved to the effect that the property be not sold now, but that the directors make provision for holding it until the needed working capital can be secured.

After long discussion both motion and amendment were laid on the table, to give an opportunity to consider the action of the International Harvester Co., whose published prices, in the opinion of the meeting, seem to indicate an attempt to crush out opposition in order that later, when all rivals have been crowded out, higher prices may be charged.

After considering the situation, a resolution was carried unanimously asking the Dominion Government to grant a bounty of two cents per lb. on all binder twine manufactured in Canada.

The motion to wind up the affairs of the company and the amendment thereto were then discussed again, and the amendment instructing the directors to hold the property was carried unanimously. Hence, unless new conditions arise very soon, no twine will be made by the Brandon Binder Twine Co. for the coming harvest.

## Claimed and Proven Superiority of Iver Johnson Revolvers



New York Office:  
No. 99 Chambers St.

**We claim**—They are safer than other revolvers.  
**Proof**—"Hammer the Hammer."

**We claim**—Reliability.  
**Proof**—The satisfaction given to more than a million users.

**We claim**—They are the best advertised.  
**Proof**—Watch the magazines.

**We claim**—They are the best revolvers made.  
**Proof**—They have the largest sale of any revolver in the world.

And thus we might go on and substantiate every claim ever made for **IVER JOHNSON** Revolvers; but suffice it to say—

The trade Prefer them  
and  
The public Demand them.

Send for finest fire arms catalogue ever published.

**IVER JOHNSON'S ARMS & CYCLE WORKS,  
FITCHBURG, MASS.**



# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

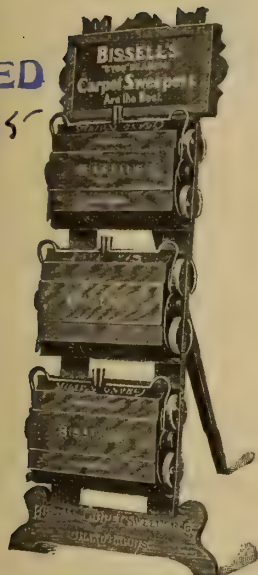
Wholesale  
only

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

## BISSELL'S "CYCO" BEARING CARPET SWEEPERS

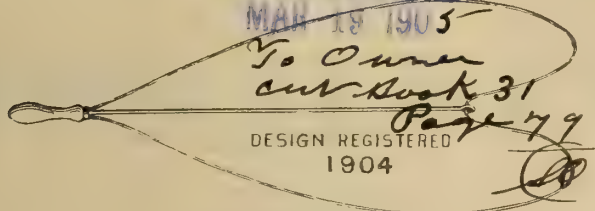
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Bissell's No. 3 Easel

Furnished gratis with one-half dozen or more high-grade Bissell's Sweepers.

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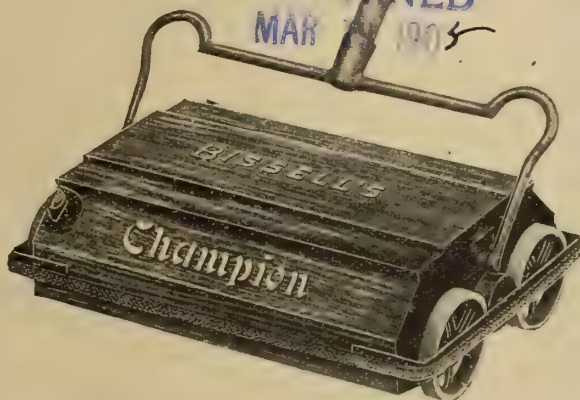


Carpet Beater

"Anton" Coppered Steel Wire.

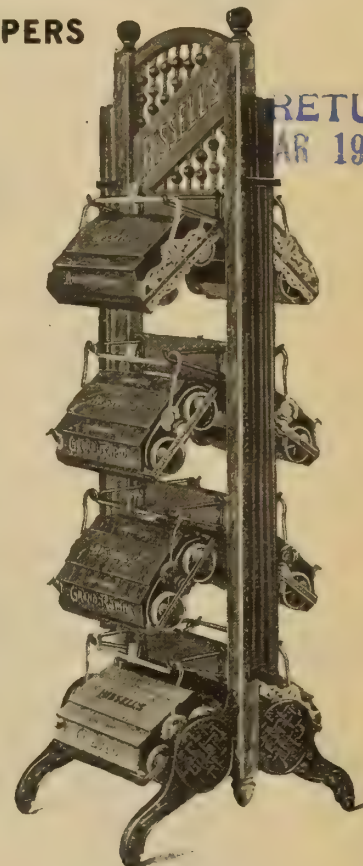
Centre well made of heavy spring wire, outside wires go through the handle and are clinched at bottom, making it impossible for handle to come off. Handle filled with lead, thereby making it a perfectly balanced article.

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"Champion" Sweeper.

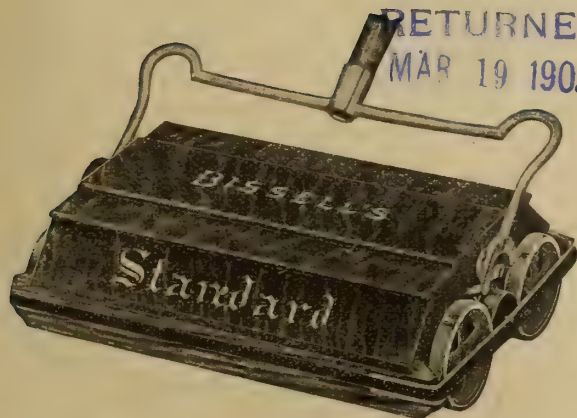
Bissell's "Cyco" Sweepers have four rubber-tired outside wheels; Rubber Furniture Protector; Spring Dumping Device; both sides open with one pressure; pure Bristle Brush.



Bissell's Grille Easel

When requested we will include this easel gratis with your first order for two dozen or more "Cyco" Bearing Sweepers to be shipped at one time.

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"Standard" Sweeper



"Grand Rapids" Sweeper

## H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

We Ship Promptly.

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

Our prices are right.





*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs, Lavatories, Sinks, Shop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure \_\_\_\_\_

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

Now in the hands of the printer, ready for distribution in two weeks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

*Head Office and Factory:*  
*Port Hope, Ont.*

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*50 Colborne St., Toronto.*

J.M.T.

## Valves



The "J. M. T." Valve is the very best in existence to-day. There are more than 2,000,000 of these valves in use in Canada at the present time. They are giving perfect satisfaction and the demand is

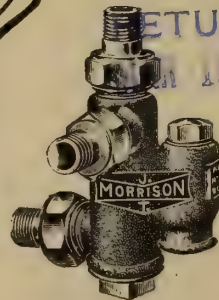
constantly increasing. They are made in every size, and for every purpose.

### Iron and Brass Pipe and Fittings.

We cut and thread Iron pipe to sketch  $\frac{1}{8}$  to 10 inches.

The James Morrison Brass Mfg. Co., Limited

Toronto, Ont.



## Injectors

The "J. M. T." Automatic Injector contains every advantage of simplicity, economy, efficiency and of durability. It is guaranteed to give satisfaction.

Our line of Steam Specialties and Fixtures is the most complete in the Dominion. It includes:

**Hancock Inspirators, Lubricators, Oil Cups, Steam and Vacuum Gauges, Iron and Brass Pipe Fittings, etc**

These are quick selling, high-grade goods which offer a wide margin of profit. Write for catalogue.

The James Morrison Brass Mfg. Co., Limited

Toronto, Ont.



# HEATING AND PLUMBING

## The Progress of Heating and Ventilation.

By Prof. Jno. R. Allen, of the Mechanical Engineering Department of the University of Michigan.

THE method of heating used by any particular country depends upon its civilization and mechanical progress. The temperature which is considered satisfactory in the houses in different countries varies very widely. In China and Japan a temperature of 40 or 50 degrees is considered satisfactory. In Scotland and England a temperature of 55 degrees is considered not uncomfortable, while in this country we demand a temperature of from 68 to 70 degrees.

Three hundred years ago the Michigan Indian sat in his wigwam warming himself by an open wood fire. This was the popular form of heating system at that time and no doubt represented the latest style of heating. When the white man came, the Indian's system of heating was too crude, and he introduced the open fireplace. The fireplace was more comfortable than the Indian's open fire, much more convenient, but probably not so economical. The fireplace being expensive to build and operate was soon superseded by the stove. This was the first step in the progress of heating. The transition has been very rapid; from the primitive grate to the stove, stove to hot air furnace, from hot air furnace to steam direct and indirect.

The Indian in his wigwam did not require any system of ventilation, nor did the early white settler in his log house. The ventilation in the homes of our forefathers was usually more than adequate. At the present time every effort is being made in the best class of buildings to make them as air-tight as it is possible to make them. While this is very desirable, considering the reduced heat losses from such a building, its construction necessitates the introduction of some form of ventilation, particularly in a building occupied by a large number of people.

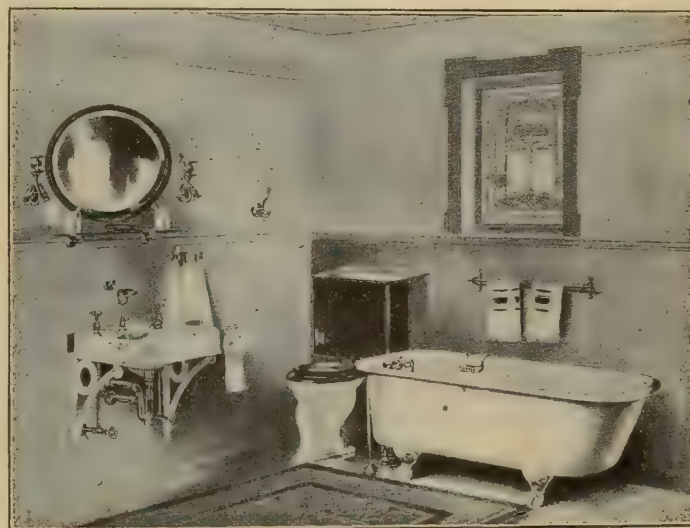
The ventilation furnished by the hot air system and by indirect steam radiators is quite satisfactory for dwellings and smaller buildings, but in rooms occupied by a large number of people it can never be made satisfactory. The need for more adequate ventilation led to the development of the fan system. In this system the fan is introduced to produce a positive circulation with sufficient force to overcome the resistance of long pipes and flues. It admits of the

use of much longer pipes and flues than it would be possible to use in any system using natural draft.

The stove was an economical and not unpleasant form of heating, but its disadvantages were many. It filled the room with dirt and ashes every time it was filled with coal or emptied of ashes, and it necessitated a continual carrying of coal. The next natural step in the progress of heating was to place the stove in the basement and have it heat two or three rooms. This was the evolution of the hot air furnace. The next step in the evolution was the heating of a number of buildings from one system, which has been done in so many of our public institutions. If buildings remote from each other can be heated economically

thousand horse-power may be estimated to represent three million pounds of steam. Each square foot of cast iron in direct radiation condenses approximately one-quarter of a pound of steam, so that this one hundred thousand engine horse-power would supply thirteen million square feet of radiation. An average house requires about 300 square feet, considering all classes of houses. We are, then, wasting steam sufficient to supply 40,000 houses, or approximately all the dwelling houses in Detroit. The enormous waste of fuel that this represents can hardly be realized. The saving to the City of Detroit would hardly be less than one million dollars per year.

It is possible to-day to heat and ventilate a building so that it is almost as comfortable in Winter as in Summer. In



A Model Bathroom—Supplied by F. Armstrong, Toronto.

in our public institutions, why can we not heat our homes on the central heating system? Everything points to this as being the next most natural development in our heating system. At the present time this is being done with good success in many of our cities, both large and small.

The central heating system makes possible the use of the heat which is now being wasted in enormous quantities from the exhaust pipes and condenser discharges in our large manufacturing establishments and electric light plants. Take, for example, Detroit. A rough estimate of the power used in various factories will show that Detroit uses not less than 100,000 h.p., the exhaust from which is being wasted. One hundred

the development of any machine, when the main problem has been solved, we naturally turn our abilities to the perfection of the simplification of the machine or system.

This perfection of detail in our heating system has led to the introduction of a great many auxiliary devices, such as the vacuum system of heating, temperature regulation, and the humidistat. These have not only increased the comfort of heating, but increased the efficiency of operation. The vacuum system of heating has made possible the use of exhaust steam in very extended plants without materially increasing the back pressure upon the engines. Temperature control has reduced the keeping of a uniform temperature in a house to a

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MAR 19 1905  
To Mr. K.  
Art Book  
Page  
C



purely mechanical problem. It is possible at the present time to maintain the temperature of a room within three degrees at all times during the heating season.

The humidistat is the latest addition to our auxiliary heating devices. The moisture condition of a room plays a very important part, not only in the comfort of the persons occupying the room, but in the efficiency of the system. In the arid plains of Arizona the temperature of 120 degrees is no more uncomfortable than 100 degrees in the State of Michigan. This difference is due to difference in moisture conditions. In a moist atmosphere, the evaporation from the skin is very much reduced, thus increasing the temperature of the body. In a dry climate the evaporation from the skin becomes so rapid that it is necessary to have a high temperature before one feels warm. This same condition exists in a room. Given a proper proportion of moisture—say 50 or 60 per cent., with a temperature of 68 degrees, and you will feel perfectly comfortable. In a very dry atmosphere it may be necessary to increase the temperature of a room to over 74 degrees before the occupants will feel entirely comfortable. This is very noticeable in houses heated with hot air furnaces where the moistening of the air has been insufficient.

The earlier forms of heating were extremely primitive, and they were introduced at a time when fuel was very cheap. It was not necessary to have exact knowledge in regard to the efficiency of operation in such plants but with the introduction of a single source of heat in the house or a single source of heat for a number of houses, it becomes necessary to have exact data in regard to the operation of each detail of the plant construction. The lack of this data has been the greatest handicap that the heating and ventilating engineer has had.

The earliest experiments and information in the line of heating were brought out by Peclet, and his experiments are classical. Peclet's experiments, however, and his results were largely based upon theory, the greatest part of which is not applicable to practical conditions as they exist to-day. It is only within recent years that any experimental data has been available for the use of the engineer, and the design of the system of heating and ventilation has been largely a matter of judgment and experience. While judgment and experience are good, they are much better when coupled with exact knowledge. It is necessary for the future success of the heating and ventilating engineer that still greater attention be paid to the accumulation and circulation of exact knowledge. When



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**"Tiger"**

**BRAND**



**PURE WHITE LEAD**

Our reputation and forty odd years' experience stand behind "Tiger Brand."

It is widely known and a general favorite with the Painter.

Guaranteed strictly pure—each Iron bears "Yellow Label" of Lead Grinders' Association.

THAT'S THE DEALER'S PROTECTION.

**MADE ONLY BY**

**THE MONTREAL ROLLING MILLS Co.**

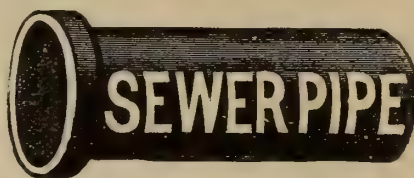
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**... FULL STOCK ...**

**Salt Glazed Vitrified**



**Double Strength Culvert Pipe  
a Specialty.**

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
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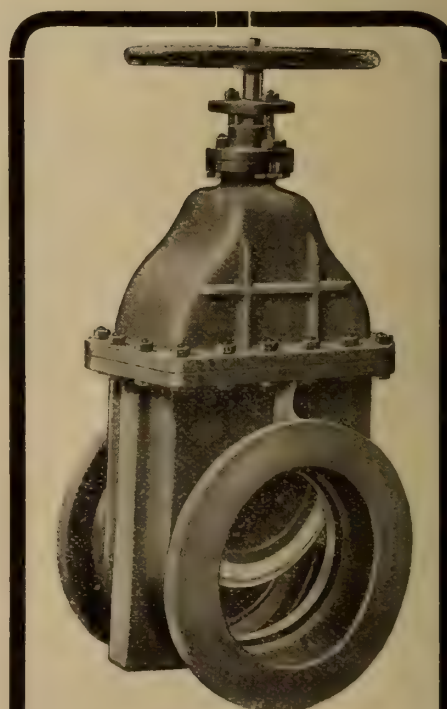
**Make  
More Money**

- Sell Metal Lath.
- PERFECT METAL LATH.
- Half the price of other kinds.
- Yet better.

**Sample—booklet—free.**

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EASTERN WAREHOUSE  
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**Kerr's Weber Iron Body Gate Valves**

Are recognized as the leading Gate Valves

"MADE IN CANADA."

Every valve is tested and packed before shipment.  
Send for Catalog

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MANUFACTURERS Limited

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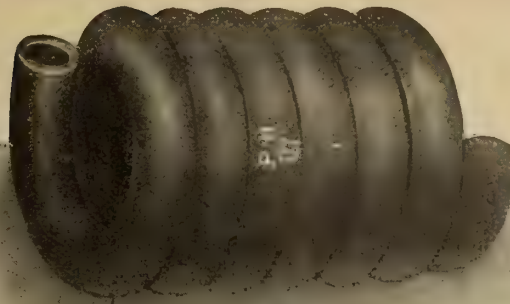
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You Want It.

See that You Get It.

PIPE THAT IS PIPE



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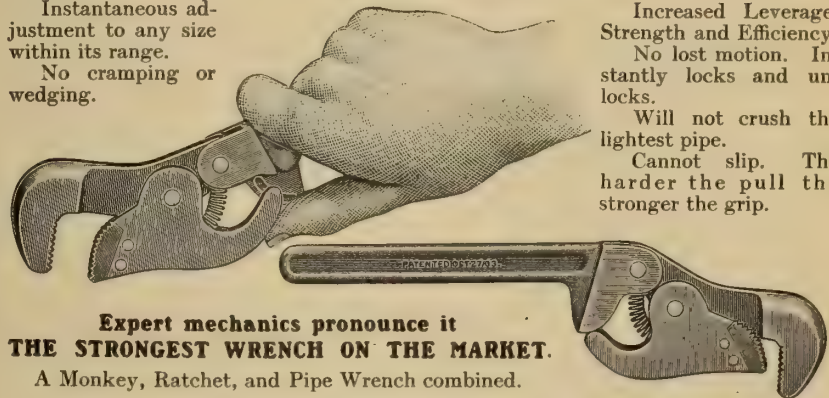
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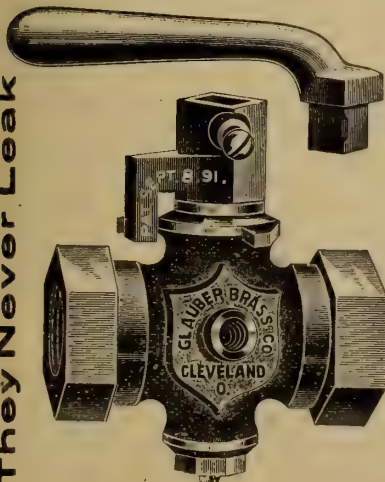
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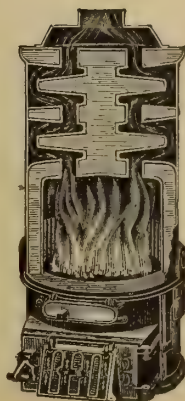
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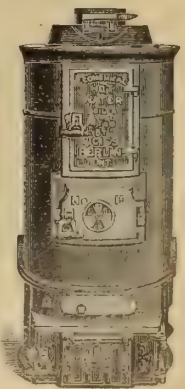
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this exact knowledge has been accumulated and made available, we can then call heating and ventilating a science.

There is one feature of heating and ventilation which has received relatively little attention, and that is the artistic side. Heating and ventilating contractors and engineers have been so busy trying to make the system work properly that this phase of heating and ventilating has been overlooked.

It is almost barbarous to see an unsightly pipe coil radiator installed directly in front of a handsome imported wainscoting. The next few years will undoubtedly develop heating installa-

tions which will correspond to the artistic finish of the building or which will be removed from sight. It is entirely possible to conceive a heating system which will be out of sight and unintrusive. Let me suggest this possibility that the base board of a room be made of iron and hollow, and that through it be circulated either hot water or steam, or that the heating coils be concealed in the walls and air circulated through them. The heating plant would then be concealed and no longer be the one discordant note in an artistic room. This is the dream in the heating and ventilating engineer's future.

## Plumbing Markets

### THE PLUMBING SUPPLIES MARKET.

#### Quebec.

Office of HARDWARE AND METAL,  
232 McGill street,  
Montreal, March 17, 1905.

EVERY indication points to a trade which has never been equalled on the Canadian market. Fittings and brass goods are firm in price, and the majority of American manufacturers have withdrawn their quotations, declining to give prices until they see the specification. Orders which have been received since the first of the year, and which have called for future shipment—meaning, of course, after the 1st of April—are accumulating very quickly. Roads are still in a bad condition in the Maritime Provinces, and trade is paralyzed owing to the general delay. Lead has become easier, especially in Great Britain, where they anticipate an early closing of the war. This may effect the price of lead pipe. Other prices will likely advance at no great instant date.

**Range Boilers**—We quote: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—The demand for lead pipe is only fair. Prices are easier, and a decline may occur shortly. We quote: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—Well assorted orders are arriving, no material change has taken place in the price list as yet, although prices are very firm and an advance is anticipated. Our quotations are: Soil pipe standard, 50 and 10 per cent. off list. Standard fittings, 50 and 10, and 10 per cent. off list. Medium and extra heavy soil pipe 60 per cent. off. Fittings 60 and 10 per cent. off.

**Iron Pipe Fittings**—Trade continues to be brisk. Prices continue unchanged. Discounts on all sizes of

nipples up to six inch, 67 1-2 per cent. to 70 per cent.

**Iron Pipe**—The demand for iron pipe is increasing, and it is rumored that manufacturers are experiencing some difficulty in filling orders on time. Prices are firm, and it would not be surprising if an advance occurred within a few days. Our quotations are as follows: Standard pipe, in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 1-2 per cent.; 3-8 inch, 62 1-2 per cent.; 1-2 inch, 72 1-2 per cent.; 3-4 inch, and upwards, 74 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 62 per cent.; 3-4 inch and upwards, 64 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches, \$30.00; 2 inches, \$50.00. The discount for black pipe is: 72 1-2 per cent., and for galvanized, 61 per cent.

#### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east.  
Toronto, March 17, 1905.

MILD weather has given business an active turn, and while some houses report little doing as yet, others report business to be very active, and to be far in advance of that done during the first three months of 1905. The snow blockade had something to do with the tie-up then, but this season the slack weeks were not nearly so numerous. Everywhere there is noted great confidence in the outlook for the coming Summer, building operations being expected to reach the top figure for many years. The probability of labor troubles is very remote.

A falling off is noted in the demand for iron pipe and fittings, this being an off season for these lines. Greater activity is evidenced, however, in other

lines, notably in boilers and complete bath outfits. Prices remain practically unchanged, and no changes are expected until April 1. On soil pipe a discount of 60 and 10 per cent. is being quoted on open points between North Bay and Sault Ste Marie.

**Lead Pipe**—Trade is more active, prices remaining steady. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—The market is normal. Prices remain as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—The demand is less active, prices remaining unchanged. We quote the following: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged, unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—An increasing demand is noted. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—There is an increasing demand, while prices remain as before. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—The demand is decreasing, prices being unaltered. Our quotations are as follows: Black, 1-4 inch, \$2.03; 3-8 inch \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1-4 inch, \$5.62; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86; 3-8 inch, \$2.89; 1-2 inch, \$3.14; 3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch, \$7.87; 1 1-2 inch, \$9.45; 2 inch \$12.60.

**Solder**—Prices remain unaltered, the demand being normal. We quote: Bar solder, half and half, guaranteed, is quoted at 18 1-2c; wiping solder at 17 1-2c, and refined 17 1-2c.

**Enamelled Ware**—The demand for Standard Ideal enamelled ware is increasing. We quote: Baths rolled rim 5 1-2 feet, 2 1-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50; B quality, \$2.00.



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## Sap Pails

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 We carry sap-pan materials in both tinned and galvanized Iron as follows —

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48x96x22	36x96x22	
48x96x24	36x96x24	
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36x84x24		

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### THE CEMENT SITUATION.

ENQUIRIES have been received by the Bureau of Mines from England regarding the manufacture of cement in Canada, and its availability for the English market. In England the trust in connection with Portland cement has proven troublesome, and contractors are starting to look abroad for their supply. As the price in England is low there is not much possibility of Canadian manufacturers competing successfully, but there is every reason to justify the belief that they can secure the home market and hold it, which is undoubtedly their best policy.

Canada is coming to be one of the largest consumers of cement in the world, and the possibilities and advantages for its manufacture in this country

are of the best. At present there are ten cement industries operating in Canada, with three more soon to commence, and these, with the advantages they possess, should be able to manufacture sufficient quantity of a high-grade material, and at a price that would enable them to compete successfully with any outside manufacturers. With a protection of 43 $\frac{3}{4}$ ¢ a barrel, our cement manufacturers should be in a position to secure the trade of the country.

Contractors, builders and users of cement should be alive to the fact that Canadians are to-day in a position to supply a superior article, and one that has already proven itself to be of the highest quality, as results in bridge work, canal operations, building construction, pavements, etc., go to prove. In view of this, they should be given every consideration when contracts are called for, as there is no doubt whatever that good value can be obtained by using the Canadian article.

### MERCANTILE CO-OPERATION.

THE manufacturers in Canada and the United States are working hand in hand for the mutual benefit of that branch of the trade. Organization and co-operation is the order of the day and the many incidents showing how manufacturers and jobbers work together to their common good should show retailers that they, too, should band together in associations which can be used to bring about a better feeling between the local dealers and prevent them from cutting one another's throats by competitive cutting of prices.

It is only natural that manufacturers, jobbers or retailers should come together and discuss ways and means of doing business to mutual profit and acting together amicably in accordance with their deliberations. There is no reason why merchants who do business across the street or manufacturers who do business across the lake should fight each other when there is more profit—the main object in doing business—in working together.

The MacLean newspapers have always favored the development of Canadian industries and unless extortionate or unbusinesslike methods are proved against

Canadian manufacturers we can see no objection to a division of the field. Fewer travelers will be required to cover the ground and the cost of distribution thereby lessened.

One instance where Canadian manufacturers have outdistanced their American competitors is that of the market for axes in Sweden, where a special line of axes is required. The Welland Vale Company of St. Catharines by sending experts to that country to study the local conditions have been able to produce an article which is in great demand amongst the Scandinavians and brings considerably higher prices than the Yankee-made axes. It is needless to say that there will be no division of that market so long as present conditions prevail.

### WHY AND WHEREFORE OF DRAWBACKS.

OSTENSIBLY the reason for the recent decision of the U. S. Government allowing drawbacks on Canadian wheat to be exported, wholly or in part, in the form of flour, was because American millers were in need of our Manitoba wheat to enable them to meet the requirements of foreign trade. The precedent established, however, involves a far-reaching principle, and when it is remembered that the same rule will, in all probability, be applied to importations of pulp-wood, lumber, raw hides, nickel, fruit and vegetables, for manufacturing purposes, it is easily seen what a tremendous impetus must be given to manufacturing in the United States and the upbuilding of their export trade.

For the seven months, ending January, 1905, importations of hides, tin, fibres and wool into the United States aggregated as follows: Hides and skins, \$34,439,265; tin, 43,621,612 pounds; fibres, \$20,699,313, and wool, 109,000,000 pounds. In other words, manufacturers' material formed about 46 per cent. of the total imports into the United States for the fiscal year ending January, 1905.

Imports of material for use in manufacturing during this period exceeded those of the corresponding months of the preceding year by about \$33,000,000, and in the month of January alone exceeded



those of January last by more than \$12,000,000.

The share, moreover, which manufacturers' materials are forming of the imports of the United States, is steadily increasing. In 1820 they formed about 16.6 per cent. of the total imports; by 1850 they had reached about 28.2 per cent.; in 1880, 37 per cent.; in 1900, 45 per cent., and in the single month of January, 1905, 50.1 per cent. American manufacturers are also steadily increasing the share which their products form in the exports of the United States; for instance, in the seven months ending January, 1905, the manufactures exported exceeded by \$52,000,000 the total for the corresponding months of the preceding year, and in the month of January alone the total exceeded that of January, 1904, by about \$2,000,000.

Canada is vitally concerned, because, under existing conditions, she will be supplying more and more raw material to United States manufacturers until her own manufacturing industries are able to work up the seemingly inexhaustible fund of raw material at hand. At the same time, our manufacturers are beginning to watch anxiously the trend of things, and are considering the advisability of taking precautions to prevent the undue diversion of national trade into a foreign channel. Developments will be awaited with interest by Canadian business men.

### TO IMPROVE CANADIAN COMMERCE.

IN view of the disadvantage at which Canadian importers and exporters have been placed in the past, owing to the slow and irregular line of steamers plying between the Winter ports of Canada and Great Britain, it is not surprising that the Boards of Trade in the Maritime Provinces should have undertaken to grapple with the transportation problem, which is becoming more and more serious as Canada's foreign trade grows and American carrying lines begin to cast covetous eyes on traffic to the North not already in their hands. There can be little doubt but that they will prove formidable competitors to our own Winter carriers; at the same time, there is every reason why Canadian traffic over sea should be in the hands of

all-Canadian lines, and absolutely no excuse why even a share of our export and import trade should go and come via New York and Boston. If our transportation facilities are inferior, then it is plainly a national duty to improve them; if the difficulty is one of rates, Canadian carriers must meet it as best they can.

At the last meeting of the Kings' County Board of Trade in Kentville, N. S., this question was thoroughly aired and a resolution passed requesting the Department of Trade and Commerce, Ottawa, to call for tenders for an adequate all-year-round steamship service between St. John, Halifax and London, Eng., after July 1 next, on the ground that a faster service was necessary if legitimate trade was to be kept from drifting into the hands of American competing lines.

The city of St. John has done its share in helping towards a solution of the problem by improving her harbor, which is now recognized as one of the finest Winter ports on the North Atlantic seaboard. But the fact remains that Canada is losing an enormous amount of money every year on account of traffic going via American ports and foreign bottoms. It is to be hoped the Dominion Government will second every effort in the direction of the establishment of first-class direct transportation facilities between Canada and Great Britain, and that every Canadian business man will look forward to a speedy solution of the problem as vital to Canadian commerce.

### FEBRUARY FAILURES.

WITH about the same number of casualties in February this year as last, the feature of the month just closed, as shown by Bradstreet's report, is the heavy shrinkage in the volume of liabilities of Canadian business firms from the second month of 1904, namely, \$242,730, the figures for the two years being \$756,144 and \$998,874, and the failures numbering 103 and 117 respectively. This feature is in keeping with the generally better tone of business this year than last. The February liabilities as a whole are the smallest reported for that month since monthly totals were

first compiled by Bradstreet's. This shrinkage in liabilities is not confined to any one section, but runs throughout the country. Surely the business year has begun auspiciously; if normal conditions continue to rule during the remaining ten calendar months, including good grain and fruit crops, 1905 ought to prove a record year for the trade.

### OUR TRADE WITH SOUTH AFRICA.

TO quote figures from the British South African Export Gazette, Canadian exports to South Africa during 1904 reached the very respectable total of \$2,750,000, showing an increase of about \$500,000 over the preceding year. Of this total, nearly one-half was represented by food products, the chief item being flour, amounting to \$650,000, and preserved meat, totalling \$345,000, showing increases of \$115,000 and \$335,000, respectively. Metals and metal manufactures totalled \$121,000, agricultural implements accounting for nearly one-half this amount. Timber and wooden products made up nearly \$400,000, of which deals and plank represented \$390,000. Miscellaneous items, including \$159,000 for agricultural produce, totalled over \$400,000. Only a small percentage of the whole consisted of goods in transit, presumably from the United States.

Canadian manufacturers ought to be encouraged to put forth redoubled effort to capture a lion's share of the foreign trade of South Africa. The opinion is expressed there that, notwithstanding the competition of Australia in flour and poultry, Canadian exports will assume much larger proportions in the near future. Considerable headway has also been made in apples and canned salmon. South Africa seems to be dependent on Canada for match blocks, and the timber trade is booming in all parts of the country. Formerly it all came via New York, but the inauguration of a direct line of steamships from Montreal has changed all this, and consignments are now being shipped from that port.

Incidentally, it may be stated that gratifying increases in trade returns between the two countries is due almost entirely to the favorable conditions of the preference and the steamship service. Canadian trade with the sub-continent is now on a firm basis, and with enterprise and prudent cultivation on the part of Canadians themselves, there is no reason why it should not speedily become one of the most important links in the great imperial commercial chain now being forged.



## TIMELY TRADE TOPICS

By W. W.

NO retailer has yet written expressing any complaints which they consider should be registered against travelers. We must, therefore, come to the conclusion that Hardware and Metal is read only by progressive retailers who realize that it is to their interest to work hand in hand with the travelers and does not reach the short-sighted dealer who slides out the back door when a drummer's shadow is cast in the front doorway.

There are complaints to be made regarding the actions of some commercial men, however, such as hanging around a store after an order has been secured and the business completed, the idea being to prevent another commercial man from having a few minutes with the retailer, the drummer having no regard for the loss of the dealer's time which his spiteful manoeuvring occasions. These evils should be criticised, but, in the meantime, the drummers have the floor, and one of them writes the following entertaining letter which will be read with profit by all.

\* \* \*

Editor Hardware and Metal,—In your last week's issue of the Hardware, I read, with a great deal of interest, the observations of your representative in regard to the relationship existing between the merchant and the traveler, and in passing I might say, that, being a subscriber and a constant reader of your valuable journal, I invariably find many articles that both interest and benefit me, and I think it is a great pity that every merchant, traveler and clerk in Canada does not get the same opportunity, for if they did, they would find lots of food for thought, which, if properly digested, would greatly help to broaden their ideas and thereby tend to relieve any misconceptions that may exist to mar the pleasantness that should accompany all business transactions between gentlemen. Having been a traveler for about eight years, I must say, that I have very little to complain of of the treatment I have received at the hands of my customers, with the exception of, perhaps, one feature, which, I am sure, in ninety-nine per cent., is allowed to exist through pure thoughtlessness on the part of the customer, and that is the utter lack of consideration of the value of the traveler's time by some customers. In this age it is a well-known fact that, on account of easy and quick transportation, the merchants now buy their goods in about twenty-

five per cent. less quantities than they used to do, say, even ten years ago, and the consequence is that where a traveler ten years ago got an order for \$100, he now gets one for \$25, and the further consequence of this is, that he has now got to get four orders to the one he used to get, and has to wait upon four different merchants to get them. Now, this is simply the position the traveler is placed in and in order to reach the end of the week with a respectable showing to his firm, he has to do 12 or 15 towns where he used to do 7 or 8, and all this requires a lot of planning at the outset to accomplish, and if the merchant would only consider this for a moment and allow the clerk to wait on the little girl who comes in to buy a box of tacks, or the man who wishes to know what the price of barb wire will be next fall and approach the traveler with the caption of my letter, there would be no need for him to run and hide from the traveler nor no need for the traveler to do anything else but pray for his kind, considerate customers who does not cause them to sit up nights figuring how they are going to get through their week's work.

Thanking you for your valuable space if you think this worthy.

Traveler

Feb. 21, 1905.

\* \* \*

At the recent meeting of the Minnesota Hardware Dealers' Association a local dealer, who had formerly been a traveler, discussed this question from a merchant's standpoint and thought that the traveling man was very often the one to blame for what he considered discourteous treatment on the part of the merchant. He made a striking illustration by telling a story of a traveling man stepping from the train and walking into the store of his customer. Everything was bright and sparkling, shelves full and the "boss" in his office at work. The salesman walked back into the office and accosted the "boss" and got a "turn down" and went away feeling that the merchant had been discourteous. The traveling man, said the speaker, did not stop to think that this merchant may have loaded up heavily in anticipation of a heavy trade and been disappointed; that most of the goods he had ordered several months ago are on the shelves; that bills are due and collections are hard, and the merchant is driven almost crazy in figuring out some

plan to meet his creditors so as to satisfy them.

There is not nearly so much talk among the traveling men of to-day regarding discourteous treatment as in the past, this being due to the fact that the present-day traveling man is more of a business man, and has a keener realization of the situation of the merchant.

\* \* \*

At a recent meeting of one of the Retail Hardware Associations across the line a speaker said the following timely words:

"Do not be satisfied with simply subscribing for your trade paper, but read it regularly. The trade paper comes to you in the nature of a letter from home; it tells you what is happening among the trade. The birth of a new child in the hardware field, be it a coffee mill, washing machine, a post-hole digger, you will find duly recorded in its columns. It describes its appearance and the claims made for it by the manufacturer; it speaks of its reception at the hands of the trade; it tells you what it can be bought for, how much it weighs, etc., etc., so that when the traveling man comes along he does not take up your time, nor waste his own in telling you all about this new child. You have read about it and can tell him very quickly whether or not you desire to buy. Let me emphasize this—subscribe and read some trade paper."

\* \* \*

March is rapidly slipping away and the sunny days of spring are doing havoc to the snowbanks. It is time to prepare for Spring business. Get out the stocks of garden tools, housecleaning necessities and Summer needs, and dress the window seasonably. Make your stock of goods blossom with invitations to come in and buy, and write a series of advertisements telling of the good qualities of the goods the season demands.

All of us feel better when Spring comes. No matter how much we like cold weather, we usually have all we want of it by the time that March has passed in its checks. The store seems brighter when April arrives, and the people seem to be more willing to spend money.

### MEAFORD WHEELBARROW CO.

A charter has been issued the Meaford Wheelbarrow Co., Limited, the capital stock being \$90,000. The business already established will be enlarged, and a new factory, for which the town has loaned \$20,000, will be built near a railway siding during the coming Summer.

The company will manufacture wheelbarrows, both wooden and steel, washing machines, warehouse and store trucks, wheel and drag scrapers, and other railway building appliances. New and improved machinery will be installed to manufacture these lines, and the firm will be in a better position than ever to look after their customers' interests.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 54.)

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street.

Montreal, March 17, 1905.

**OUTSIDE** retail merchants are clamoring for their goods which were ordered recently. This is one of the unusual features of the market this Spring. In former years they were content to await the opening of navigation, or the enforcing of cheap freight rates, which generally occurs directly before the opening of navigation, but this year it is otherwise, and it is supposed that they are minus their regular stock, and in order to meet the immediate demands of their customers they are requesting immediate shipment, despite the fact that they are paying a higher freight rate. Travelers who have been scouring the country from the Atlantic to the Pacific claim that the prospects in general never had a brighter aspect. The demand for builders' and plumbers' supplies is of unusual strength, and if the season is free from labor troubles the demand for these two lines of hardware will be of a nature unequalled in previous history. Travelers in the Lower Provinces are still experiencing some difficulty in reaching towns and villages which are not situated on the railroad.

**Axes**—Trade is steady. A few orders have been booked for immediate shipment. Our quotations are: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—The demand for handles acts in comparison with the demand for axes. Prices are steady and continue unchanged. We quote as follows: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—There is a better outlook for trade. In anticipation of an increase in the demand, some of the wholesale houses have purchased freely. We quote: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—All orders arriving call for future shipment. In fact, some are booked shipments to take place one year hence. This is the result of the keen competition. We quote the following prices: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—Orders which were booked some time ago by the wholesale houses, are now being forwarded by the

manufacturers. The outlook is for a heavy demand. We quote: \$2.75 for 100 lbs. f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—A good demand is prevalent on this market. Prices continue unchanged. We quote as follows: \$2.65 per 100 lbs. keg, for bright, and \$3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—Orders calling for immediate shipment still continue to arrive. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half pound boxes.

**Screws**—Trade in screws still continues to be brisk. We quote: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Outside merchants are buying more freely. Wholesale houses report sales far in advance of previous years.

**Wire Nails**—The demand has so increased, that at present it is greater than the visible supply. We quote the following price: \$2.25 a keg f.o.b. Montreal.

**Cut Nails**—A fair demand only exists on this market. Prices remain the same, namely, at \$2.20 a keg f.o.b. Montreal.

**Horseshoes**—Horseshoes have a better demand, owing to the high price of iron. Quotations are firmer. It is anticipated that an advance will take place shortly. Our quotations are: P. B. new pattern base price, \$3.50 per hundred lbs.; M. R. M. Company latest improved pattern, iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—The increase of the demand for horseshoes has resulted in larger sales being booked for horsenails.

**Sporting Goods**—This market has a better appearance, and orders are beginning to arrive for future shipment. We quote as follows: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs; chilled, \$7 per hundred lbs; buck and steel, \$7.50 per hundred lbs; ball, \$8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—Wholesale dealers report a good demand. Manufacturers state that the output for this year has exceeded that of former years. Prices continue unchanged, and are likely to do so for some time.

**Cordage**—Orders are beginning to arrive quite freely. Despite the fact that prices of Canadian cordage are in advance of former years, Canadian manufacturers are receiving a good percentage of the trade.

**Cement and Fire Brick**—Local cement dealers and supply men are busily engaged tendering for some large jobs, which are to be completed during the coming Summer. Fire brick is quiet. Prices remain the same. We quote: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.25 ex cars; Canadian Portland, \$1.90 to \$2. Firebrick, English and Scotch, \$18 to \$22; American, \$30 to \$35.

**Coil Chain**—A good demand is current for coil chain. Prices continue unchanged. We quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth**—A brisk demand still continues. Prices are firm, and continue unchanged. We quote the following price: Per hundred sq. ft., \$1.50.

**Poultry Netting**—With the exception of a few orders arriving for immediate shipment, trade is featureless. Discount for 2 inch 19 gauge standard, extras at 60 and 5; for 2 inch 16 gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—All hardware to be used in connection with doors has an excellent demand. Prices remain firm, but no advance is anticipated. Our quotations are as follows: No. 5 \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.



# Ontario Hardware Markets.

Office of HARDWARE AND METAL,

10 Front street east,

Toronto, March 17, 1905

**B**USINESS is picking up in the various lines, more especially in building supplies, wire nails, wire fencing, etc., and the local dealers are placing orders more freely than they have done for some weeks past. The general feeling seems to be buoyant, and fair-sized orders are being given for many of next Winter's lines, in addition to a liberal stocking of goods for Spring and Summer business. The demand for heavy hardware continues active, and the rush of work in the mills shows no signs of letting up. No advances in prices are recorded, although prices are very firm. Cement, firebrick and building paper are beginning to move, but no rush can be expected for a few weeks yet. Cordage continues to increase in activity.

**Lawn Mowers**—The demand continues active, and prices remain unchanged.

**Guns and Ammunition**—A seasonable demand exists.

**Washing Machines**—More activity is noted, with prices unaltered.

**Chain**—The demand of chains continues steady. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 foot ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—Prices remain firm and trade continues active. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices remain stationary with an increasing demand.

**Barb Wire**—The demand for barb wire continues to increase.

**Wire Nails**—Demand is very active, prices being unchanged. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—An increasing demand is reported. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—There is a normal demand for horseshoes. We quote: "P. B." base, \$3.65; other brands are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—No change in prices is recorded. The demand continues brisk.

**Rivets and Burrs**—Trade continues active, prices remaining as before.

**Bolts and Nuts**—Prices remain unchanged. The demand is firm.

**Woodenware**—Business is normal; and prices as before.

**Cordage**—Prices remain unchanged, the market being steady. Quotations are: Binder twine, Blue Ribbon, 12 1-2c; Red Cap, 11 1-2c; Tiger, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; double lathyrn, 10 1-2c; single lathyrn, 10c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

**Cement**—An increasing demand exists, this being the season for large orders. Prices still continue unchanged as follows: For carloads orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—There is an increasing demand for firebrick, prices remaining unchanged. Quotations are as follows: English and Scotch firebrick, 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Building Paper**—The market for building paper is improving, and large business is expected during the coming fortnight.

**Coal**—The soft weather is enabling

the railroads to fill orders. Spot coal continues firm, and the demand is strong. We quote: Anthracite in cars at bridges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 11-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

## Hides, Tallow, Skins and Wool.

Domestic trade in hides and wool is dull and featureless for the week. Quotations on fleece wool, new clip, and rejections, have been withdrawn for the time being. We quote the following prices:

Hides, No. 1 green steers, per lb.	0 09
" " 2 " " " "	0 08
" " No. 1 green, per lb.	0 08 1/2
" " " " " "	0 07 1/2
Country hides, flats, per lb.	0 06 1/2
Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " 1 15 to 20 lb " "	0 09
" " " 2 " " " "	0 08
Sheep skins.....	1 25 1 50
Rendered tallow, per lb.	0 04 0 4
Unwashed wool, new clip, per lb.	0 13 0 14
Pulled wools, super, per lb.	0 23 0 25
" " extra " " "	0 24 0 26

## METAL MARKETS AND MINING NOTES

The Joseph Ladue Gold Mining and Development Company, of Dawson, has gone out of business.

A disastrous fire did \$200,000 damage to the plant of the Crow's Nest Pass Coal Company a week ago.

The C. P. R. have given an order to the Canada Foundry Company for several freight engines. Twelve locomotives were built by this firm last year, and gave entire satisfaction.

The annual meeting of the shareholders of the Intercolonial Coal Mining Co., Ltd., took place recently in Montreal. The output of coal and coke for the year ended 31st December, 1904, amounted to 269,676 tons.

A mica mine is being worked in Bafin's Land. According to A. P. Low of the Geological Survey Department, of Ottawa, there are also large copper and coal deposits in this territory and on the western shores of Hudson's Bay.

At the annual meeting of the Montreal Steel Company last week the annual report for 1904 showed net earnings of \$116,090. The four quarterly dividends on the preferred stock, at the rate of 7 per cent. per annum, amounting in all to \$56,000, have been paid.

The exports of lead from Canada in 1904 were 12,913 tons of lead in ore, etc., and about 21 tons of pig lead. Exports of iron ore were 168,828 tons valued at \$401,738. In addition to the ore exported about 180,932 tons of ore, worth about \$489,687, were mined in Canada and charged to Canadian blast furnaces.

The output of the collieries of the Crow's Nest Pass Coal Co. for the week

ending March 10 was 11,830 tons, viz.: Coal Creek, 10,001 tons; Michel, 7,122 tons; Carbonado, 1,707 tons; daily average, 3,138 tons. Total output for corresponding week last year, 14,139 tons, an average of 2,356 tons daily.

The outlook for the coming summer for the Nova Scotia Steel and Coal company at Sydney Mines is said to be the best for years. The company will increase its output of coal by at least 50 per cent. A new battery of 40 coke ovens is to be opened next week and work is being rapidly pushed forward on the steel works.

The Nova Scotia Steel and Coal Company at Bell Island, Newfoundland, will have put out 100,000 tons of ore for North Sydney alone this season, besides the quantity they have sent to Rotterdam and other points. Up to date they had landed at North Sydney 80,000 tons, and three steamers with a carrying capacity of 5,000 tons each will bring the balance.

Last year's mineral report shows an increased output from British Columbia placer mines, while a small production was obtained from the lode mines. The ore shipped from Rossland and vicinity, the chief gold producing district, were less by about 20,000 tons. The Yukon output for the year is placed at \$10,000,000. The lead production was about 19,000 tons, as compared with 9,070 tons in 1902.

The Cape Breton Coal, Iron and Railway Company are hastening the development of their mine at Broughton. They expect in a few days two powerful air compressors and two fans of large



size for their air shafts. Nearly two hundred men are now employed about the colliery and on the railway. The road is surveyed about three miles toward Sydney, and this end will be finished by the first of June. In a few days a force of men will arrive from Pittsburg to go on with the steel structural work at the bank head and installing revolving tripplis. The mine is working on a double shift.

#### Nova Scotia Mine Sold.

The property of the Canada Coal & Railway Company at Joggins, N. S., which went into liquidation last year, was sold at Amherst to-day, at the instance of the bondholders. The purchaser was Stuart Jenks, barrister, of Amherst, acting for outside capitalists, said to be Americans. The purchase price was \$50,500 for the mining property, which includes the line of railway from MacCan to Joggins, and large coal mines in splendid working condition at the latter place. The property is valuable. Montreal capitalists were largely interested in the company, which had been unfortunate in management. Timber lands embracing 1,900 acres were sold for \$5,500. The latter amount will be devoted to liquidate the unpaid wages of the miners.

#### New Machinery for B.C.

Many of the leading shippers in the mining district of British Columbia are increasing their plants. New machinery to the value of over half a million dollars has been ordered and will be installed during the next few months in a number of mines in the Rossland and Slocan districts. The Velvet mine at Rossland is putting in new concentrators and stamps that will cost \$45,000. At the Cliffe mine in Rossland about \$30,000 is to be expended in a thirty-stamp mill to increase the output; \$12,000 is being expended by the Spit-zee mine at Rossland in compressors and machine drills, while a new tramway is being put in at the Jumbo mine, which will greatly facilitate the shipments of ore.

#### METAL MARKETS.

THE extraordinary activity in the metal markets in the States, where old mills, which have been out of commission for years, have been blown in, and are now producing, it having been found profitable to do so, is having its effect on the Canadian market, and the mills are all reported to be extremely busy with stocks in the hands of jobbers very low, the effect of this being to stop price cutting, and to make the sellers chary of granting any concessions to purchasers. There is a strong demand for sheets and ingots, while other lines are not far behind in activity. Prices remain firm, with no advances recorded.

Our Montreal correspondent reports that copper and tin are firm, while lead and zinc are inclined to be easier. In pig iron, Canadian pig has the best demand. English iron is too high in price to compete, and American furnaces are sold for so far ahead that it would be foolish to place orders with them. The conditions in general are of a character greatly superior to those of last

Spring. No change in prices is expected till after the opening of navigation.

#### Quebec Metal Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 17, 1905.

**Pig Iron**—Canadian pig iron has a good demand. Sales of foreign iron are decreasing. Prices remain unchanged. Our quotations are as follows:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom.," No. 1.....	17.50 "
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17.50 "
" No. 3.....	16.50 "
" No. 4.....	16.00 "
Londonderry.....	\$18.50 to \$19.00 "
Glengarnock.....	20.00 "
Gartsherrie.....	19.25 "
Carnbroe.....	18.50 "
Carron No. 1.....	20.00 "
" (special).....	19.00 "
Ayresome No. 1.....	18.50 "
" No. 3.....	18.00 "
Summerlee.....	20.00 "
Clarence No. 1.....	18.00 "
" No. 3.....	17.50 "
No. Cleveland....	18.00 "

**Bar Iron**—A brisk demand is current for bar iron. Prices continue unchanged. We quote the following: Merchant bar, \$1.80; horse-shoe iron, \$2.02½; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—Orders are arriving more freely. The outlook is for a brisker trade. Our quotations are as follows: Colonial and Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Prices have advanced during the week. Manufacturers of mild and rivet steel have withdrawn quotations and refuse to name price until they see the specification. For other lines we quote the following: Sleigh-shoe, \$1.97 1-2; tire, \$2.07 1-2; spring, \$2.75; toe-calk, \$2.60; machinery, iron finish, \$2.07 1-2; square-harrow, \$2.07 1-2; reeled machinery steel, \$2.75; mild, \$1.85 and upwards; rivet, \$1.85 and upwards; net cash thirty days.

**Cold Rolled Shafting**—The demand for cold rolled shafting has brightened during the week. Prices are firmer. Our quotations are as follows: Cold rolled shafting, 3-4 inch to 17-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—Trade conditions remain the same. Our quotations are as follows: 52s. \$2.45; 60s. \$2.50; 75s. \$2.55; full polished, \$3.60; galvanized, 52s. \$3.90 to \$4; 60s. \$4.15 to \$4.25.

**Black Sheets**—Orders are arriving freely. The majority of orders call for future shipment. Prices continue unchanged. Quotations are as follows: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—A feature on this market is the increase in the demand. The price has become firmer, but no ad-

vance is anticipated for sometime. We quote the following: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—No change in the condition of the market is reported. Prices are firm at 9 1-2c.

**Sheet Zinc**—Zinc is easier this week. Prices continue unchanged. Our quotations are: Case lots, \$7.00; small lots, \$7.25.

**Tin Plates**—The demand for tin plates continues to be very active. Prices remain the same. We quote: Cokes, \$3.75; charcoal, \$4.

**Ingots Tin**—Tin has become firmer. Fluctuations continue to be quite prevalent. The market is unsteady. The present price ranges from 32 1-2c. to 33c.

**Ignor Copper**—Copper has also become firmer, and present prices are 16 1-4c. and 16 1-2c. No concessions whatever being obtainable on these prices.

**Ingots Zinc**—The zinc market is unsteady. Prices this week are easier. Our quotations are: 6 3-4c. to 7c.

**Pig Lead**—Recent reports state that lead is becoming easier. The closing of the war will doubtlessly affect the price. We quote: From \$3.50 to \$3.60, no concessions being obtainable.

**Boiler Tubes**—These prices continue unchanged. We quote: Highest grade soft steel, British and American tube, 11-2 inch, 8 1-2c; 2 inch, 8 1-2c; 21-2 inch, 10c; 3 inch, 12 1-4c; 31-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

**Scrap Metal and old Material**—Reports received from Great Britain state that old metals are lower in price. This is probably due to the rumor which was circulated on a British market, to the effect that peace was about to be declared. Trade on the local market is steady, and inclined to be quiet. Prices remain the same. Our quotations are as follows: Heavy copper and wire, 12 3-4c.; light copper, 11 1-2c.; heavy red brass, 10 1-2c.; yellow brass, 8 1-2c.; light brass, 6c.; lead, 2 3-4c.; zinc, 3c.; machinery cast scrap, \$14; wrought scrap, \$14; stove plate scrap, \$11; No. 1 country rags, 75 to 90c. per hundred pounds; old rubbers, 5 1-2 to 6c.

#### Ontario Metal Markets.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, March 17, 1905.

**Pig Iron**—Trade is active, and the mills are very busy. Quotations remain as follows:

Middleboro, T.O.B., Toronto.....	\$21.00
Hamilton, No. 1, at furnace.....	18.00
No. 2, ".....	17.50



## PORTLAND CEMENT

DRAIN PIPES, CULVERT PIPES,  
SEWER BRICKS, INVERTS,  
FIRE BRICKS, FIRE CLAY,  
BUILDING BRICKS,  
FIRE PROOFING  
ROAD PAVING BRICKS  
and BLOCKS.

Correspondence Invited

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KING, QUEEN and WELLINGTON STS.  
MONTREAL

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.,

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

Get our prices for

## GALVANIZED FLAT SHEETS

THE "VANDA" BRAND

For all purposes requiring the best quality.

It is "deadflat," well galvanized, true to gauge and specially soft for working-up. We guarantee every sheet bearing our brand.

**C.F. JACKSON & CO., Limited**

Wholesale Merchants

Ormidale Block, Vancouver, B.C., and

Liverpool, England

Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Sacks, Grain Bags, etc., etc

Midland, No. 1, .....	18 00
" No. 2, .....	17 50
Radnor, at furnace .....	27 80
Londonderry, at furnace .....	16 50 to 17 00

**Bar Iron**—The demand continues strong and active, and prices are very stiff. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—The market is quite strong and active. Quotations remain from 32 to 34c. per pound.

**Galvanized Sheets**—A steady demand exists and the dealers' stocks are low. Prices remain unaltered.

**Tin Plates**—The market continues very active and prices firm.

**Canada Plates**—The demand is normal, with prices the same.

**Brass**—The demand continues strong, and prices unchanged. Discounts are 10 per cent.

**Lead**—The market is strong and active, there is increased demand with no change in prices. We quote: Pig lead, \$3.80 per 100 lbs.; and bar lead, \$4.80 per 100 lbs.

**Zinc spelter**—Demand is decidedly active, with short supply available. Quotations continue as follows: 7c. per lb. for foreign and 5½ to 5¾c. per lb. for domestic.

**Copper**—The demand for copper ingots is strong and active. Prices remain as before. Quotations are as follows: Ingot copper, 16 1-4c per lb. and sheet copper; 21c per pound.

**Antimony**—The market continues quiet, and prices unaltered.

**Galvanized Iron**—J.C.M., 3 crowns, 28 gauge, \$3.70; 26 gauge, \$3.50; 22 and 24 gauge, \$3.15.

**Old Material**—No changes in prices have taken place and an average market exists. We quote: Heavy copper and wire, 12 1-2c per lb; light copper 11 1-2c. per lb; heavy red brass, 10 1-2c per lb; heavy yellow brass, 9c per lb.; light brass, 7c per lb.; tea lead, \$2.40 per 100 lbs; heavy lead, \$2.60 per 100 lbs; scrap zinc, 4c per lb; iron, No. 1 wrought, \$10 to \$11; No. 2 wrought \$3 to \$5; machinery cast scrap, \$14; stove plate, \$10; malleable and steel, \$5; old rubbers, 5 1-2c per lb; country mixed rags, 65c per 100 lbs.

For Manitoba Metal Markets see page 34.

### NOVA SCOTIA TRADE CONDITIONS.

Halifax, March 14, 1905.

THOUGH the full effects of the snow blockade have not been quite overcome, wholesale hardware dealers report being able to ship all orders received except for a few places in the interior. On Wednesday last the D. A. R. was opened to Yarmouth and the Central Railway from Middleton (on the D. A. R.) to Bridgewater, Lunenburg and the south shore. This was the first regular connection between these points and Halifax for exactly four weeks.

There is a considerable quantity of goods going out to fill back orders, ra-

## Bar Steel

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Reeled Machinery  
and Iron Finish**

From stock or for import.  
Prices right.

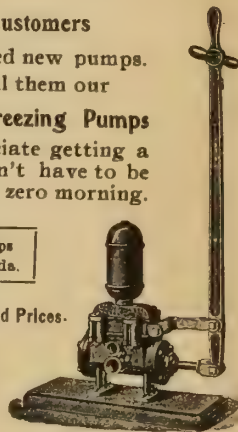
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MONTREAL.

Ask your customers  
if they don't need new pumps.  
If they do, sell them our  
**Standard Anti-Freezing Pumps**  
They'll appreciate getting a  
pump that doesn't have to be  
thawed out every zero morning.

McDougall Pumps  
—Made in Canada.

Write for Catalogue and Prices.

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Limited  
Galt, Ont.



**BAINES & PECKOVER**  
TORONTO.

Ontario Agents for

**B. K. MORTON & CO.'S**

## "ALPHA"

**HIGH SPEED STEEL**

AND

**Crucible Cast Steel**

Large stock on hand. Send for Stock List

**NOVA SCOTIA STEEL  
& COAL Co., Limited**

**NEW GLASGOW, N.S.**

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

**OPEN HEARTH STEEL**



ther more than for this season generally, which will help to make up for the loss in business in the interim. Travelers report the prospects for Spring trade as good, as there is in view large building operations, which will give good demand for all materials in this line. Prices in the same are firm with tendency to advance.

The lines in greatest demand just now are fishermen's supplies. The Bank fleet, whose home quarters are principally at Lunenburg, are now fitting out for the Spring fishery, and not a schooner but has needed of something in the way of cordage, lines, nets, hooks, etc., etc. To some extent these are fitted out at home—but even then Halifax houses have branches of their business at these places which get their share of the trade. Others come to this port with fish or other products and naturally fit out here.

The hardware markets are all strong, and with few exceptions the tendency is towards an advance. Linseed oil is strong and with the Spring demand may slightly advance. Wire nails are held firmly at prices last quoted, and there seems to be a general shortage in all markets. It is considered that the case of supply being less than the demand is the result, at least partially, of the large demands in the West from incoming settlers. Wire fencing is said to be in about the same position.

Collections, as last reported, are only fair—the result of the snow blockade—which will take some time to overcome. Dealers are in hopes that a month or two will straighten matters out and bring the monetary aspect back to normal. Others believe that there will be a scarcity of money in all the farming districts and small towns depending on the farming districts, until the new crop is grown. This is attributed to the shortage of last year's hay crop and the drainage of the country of money to import hay to keep stock through the winter.

The retailers report trade as fair during the past week.

### TRADE CONDITIONS IN NEW BRUNSWICK.

Special Correspondence of **HARDWARE AND METAL.**

St. John, N. B., March 1, 1905.

THE trade conditions here continue somewhat dull and consequently there is little of interest to record concerning the hardware trade. Now, however, as Spring approaches, matters are, of course, brightening up to some extent.

The orders for haying tools are now coming in slowly. St. John firms do a pretty good business in these, although the growing up of the country districts and the establishment of stores has, of course, cut into the trade considerably. Those in a position to know predict that the sales this year will show, at least a slight falling off, however, all round. This prediction is based on the fact that last year many dealers found themselves with a quantity of haying tools on their hands.

Orders are now being taken for fishing supplies also. The indications are that the sales of these goods will be up to the average, although, as the lobstermen were not unqualifiedly successful last season, they may be forced to restrict any purchasing they may do to

some extent. The prices of lines, nets, etc., at present show no marked variation from those of previous average years. In some quarters it was thought that the slight increase in the price of some varieties of twine, etc., in the United States would result in an advance in the price of lines and nets. So far, however, this opinion has hardly been borne out by the facts of the case. In speaking of fishing supplies it will not be amiss to state that the orders for oil clothing have also begun to be booked. It is strange that there are not more firms in this part of Canada engaged in the manufacture of oil clothing. As matters stand now it is necessary for merchants in the Maritime Provinces to bring very nearly all their stock of this clothing either from the United States or Upper Canada.

This winter has been below the average as far as the sale of horseshoes has been concerned. It may truthfully be said that trade in horseshoes has been dull. This is due, of course, to the fact that the roads in city and town alike have been in a condition not calculated to wear horseshoes out. At present No. 2 and larger styles bring about \$2.85 and Nos. 0 and 1 about \$4.10.

Nail people are talking of an advance in prices. This applies both to cut and wire nails. At the time of writing prices are firm. The iron market shows a tendency upward.

Linseed oil is also tending towards higher prices. Georgia turpentine is now bringing a good price, 89 cents, with Brazilian at about 68 cents. The latter quality does not seem to be much in favor.

Hardware men are well represented on the executive of the recently organized citizens' league here. Among those on that board are Messrs. W. H. Thorne, Thomas McAvity, W. S. Fisher and E. Perkins, all men connected with hardware concerns.

### TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., March 1, 1905.

A VERY great deal of interest attaches to the coming Dominion Exhibition to be held at New Westminster this year, under the auspices of the Royal Agricultural and Industrial Association, which has for years held what virtually amounts to a Provincial Exhibition, as it is the principal one on the mainland of B.C. and is patronized and assisted in every way by the City of Vancouver, which has never yet held or organized an exhibition.

In connection with the holding of the Dominion Exhibition at New Westminster, the directors of the Royal Association are under a deep obligation to the directors of the Victoria Agricultural and Arts Association. That body met in the capital a few days ago and decided to forego the holding of an exhibition this year, in order that the larger Dominion affair, now that it has been secured for the province, should be a more pronounced success. The broad-minded spirit displayed was the more marked, when the majority vote prevailed, by those who had held that there was nothing to be gained by closing down their exhibition this year, immediately moving and voting to make the decision unanimous.

There is no question of the success of

the fair with the three cities, Victoria, Vancouver and New Westminster uniting in the endeavor to make it so. Great as was the success attending the Dominion event in Winnipeg last year, it will be undoubtedly surpassed at New Westminster this year.

The Provincial Government has received the report of the assessment commission appointed to look into the workings of the Assessment Act of last year. One of the most serious objections urged against the Act was that wholesale dealers in the province, who carried stocks of large proportions, and whose interests were bound up here, were taxed (under the personal property tax), while agents and representatives of wholesale houses not carrying stocks in the province, were practically exempt. Two provisions are suggested by the commissioners to cover this point, which are being embodied in amendments to the Act. One is to tax resident agents of houses not carrying stocks in the province, the rate suggested being one-fourth of one per cent. on the amount of their annual sales, and that for the purpose of arriving at such annual sales correctly, such agents be compelled to keep proper sets of books, showing all transactions carried on by them in the province in behalf of the firms they represent. The other provision, which is being met with considerable opposition, is to tax commercial travelers doing business in the province, and not carrying stocks within the province, for houses not established here, at the rate of \$100 per year. It is anticipated that some modification of this proposed regulation will be secured. As the suggestion was submitted from the commissioners, it read that all travelers pay this before doing any business in the province, and a provision was added, that in case such license exceeded one-half of one per cent. of the amount of business done by the holder, within the province, he should be entitled to refund, provided that such refund did not exceed \$75. Suggestions as to income tax were also submitted by the commission, and the opinion offered that, as it seemed a difficult proposition to secure an equitable working of a personal property tax, it would be better to direct the system of taxation to the ultimate object of having an income tax instead.

Vancouver, B.C., March 9, 1905.

As the time is approaching when the freight for the Yukon will begin to move, it is interesting to note that the transportation companies have succeeded, after a number of meetings, in coming to a decision as to rates. Practically the same transportation charges will be paid this season as last. The difficulty which had to be solved was the division of the business between the White Pass & Yukon Railway and the ocean steamship lines engaged in traffic to Skagway from ports of B.C. and Puget Sound. The three steamship lines engaged in the Northern traffic, the Canadian Pacific, the Pacific Coast S.S. Co., and the Alaska S.S. Co., had agreed that the proportion of the charges which fell to their lot last year was not great enough, and they undertook to convince the White Pass Railway people, the party of the other part, that the percentage should be increased. The latter, however, could not see the



matter in the same light, and the result was a number of meetings at which no progress was made. In the end, it is understood that the railway company stood "pat" and the steamship companies take what they got last year. In some minor matters, slight concessions were made to the steamship companies.

Through bills of lading will not be issued until May 15, as usual, but the White Pass will receive goods at White Horse as early as April 15, subject to forwarding in order of receipt, on the opening of navigation. The special commodity rates in effect last year will again go into force on July 1st, lasting till August 15. This year it is anticipated that a large amount of freight, formerly shipped via the lower Yukon from St. Michaels, will go to Dawson and other Yukon points via Skagway and White Horse and down the river. The White Pass Railway Co. operates a large fleet of steamers on the river in conjunction with the railway.

...

Marking the beginning of a new movement in Oriental trade, it is stated that Frank Waterhouse, a shipping agent of Seattle, usually said to represent the Great Northern Railway, has chartered four large cargo carriers to take out freight for Japan. The chartered vessels are the new steamer Ocean Monarch, 9,600 tons' capacity; the Nairn, 6,000 tons; the Foreric, 7,000 tons, and the Forest Brook, 5,000 tons. The latter steamer is now at Seattle, lying at the Great Northern docks, ready to take on cargo, and the other three are en route to Puget Sound from Pacific points. The reason for the chartering of these steamers is given that the regular steamers of the Hill line, including the immense new Minnesota, cannot take care of all the freight now being carried across the continent by the Hill railway system for shipment to the Orient. Thirty thousand tons of barley, flour, and manufactures of steel and iron, now in demand in Japan, will form the principal items of the cargoes of the four steamers.

...

The Blue Funnel liner Tydeus, which had 1,500 tons of cargo from Liverpool direct for British Columbia merchants and importers, reached port and discharged on Sunday last, completing the discharge of the whole consignment of 1,500 tons in little over twenty-four hours.

Another cargo-carrier, the sailing bark Cedarbank, is due on this coast at any time, from Liverpool and Glasgow, with general cargo for this port. The Cedarbank is owned by Andrew Weir & Co., the big shipping firm, which has entered into contract with the Dominion Government to provide a steamship line between Vancouver and Mexican ports.

### LONDON METAL MARKETS.

From Metal Market Report, March 17, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 49s. 6d, and Scotch war-rants at 54s. 9d, making prices as compared with last week 6d lower for Middlesboro and 9d for Scotch war-rants.

**Spot Tin** opened quiet at £134 15s.

## METAL LATH



Requires less mortar and 90 per cent. less labor than the inferior varieties that have been stretched until they have little strength left.

The "Hayes" is rigid. It makes a perfect job.

It costs less when applied and plastered than any other. We make it.

You can make money selling it.

### THE METALLIC ROOFING CO., LIMITED TORONTO

futures at £133 12s. 6d, and after sales of 100 tons of spot and 200 tons of futures closed firm at £133 5s. for spot and £132 for futures, making price as compared with last week £1 12s. 6d lower on spot and £1 15s lower on futures.

**Spot Copper** opened easy at £68 10s., futures at £68 17s. 6d, and after sales of 150 tons of spot and 300 tons of futures closed steady at £68 3s. 9d for spot and £68 11s. 3d for futures, making price as compared with last week 7s. 6d lower on spot and 1s. 9d lower on futures.

The market closed at £12 5s., making price as compared with last week unchanged.

The market closed at £23 17s. 6d, making price as compared with last week 2s 6d lower.

### ENGLISH COMPANY ENTERS CANADA.

Mr. J. C. Ward and Mr. Thos. Hampton, two representative English commercial men, called on Hardware and Metal last week. The former gentleman had made frequent visits to Canada in the interests of the Imperial Steel Works, Sheffield, England, which company has just appointed Mr. Hampton as their Canadian agent. His headquarters will be at 320 St. James street, Montreal, but he will travel considerably throughout Canada. They will sell through Williams & Wilson, of Montreal, and The A. R. Williams Machinery Co., of Toronto. The Imperial Steel Works have been doing business in Canada for a number of years, and already have a good connection here.

### DON'T KNOW IT ALL.

CANADIAN manufacturers and business men unfortunately do not enjoy the distinction of "knowing it all," as some would have us think is the case, and certain influential gentlemen are very properly wearing the meek and humble air as the result of a mistake they made a few days ago.

These gentlemen traveled to the Capital to interview the "powers that be" concerning what they claimed to be an outrage on Canadian importers, namely, the practice of New York houses of keeping French, Spanish, and Italian imports in bond at New York for some months, and in the event of a slump there shipping them to Canada as a direct importation and dumping them on the Canadian market at the French rate of duty, which is lower than that levied on goods from the States.

When they got there and proceeded to air their grievances they discovered that, according to the treaty of 1893, special commercial privileges had been extended to "all goods of French origin entering Canada." The French Government are perfectly satisfied with existing circumstances, which means that overtures will have to be made to them if the present customs regulations are to be amended to suit the needs of the Canadian trade. It seems rather odd that the gentlemen referred to should have had to take such a round-about way to find out what might have been learned by glancing over the Dominion statutes for the past twelve years.



## HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m. Friday, March 17, 1905.)

Office of HARDWARE AND METAL

Room 406 McIntyre Block,

Winnipeg, Man.

WHOLESALE hardware trade is becoming quite active, and all indications point to an exceptionally brisk Spring business. No difficulty is experienced in the West in making shipments, as there have been no snow blockades on the railways similar to those complained of by Eastern shippers.

Marshall-Wells & Company announce that they intend building a big new warehouse at the corner of Market and Rorie streets. Plans are not yet completed, and there are few particulars available yet, but the new building is to be eight storeys high, and will be one of the largest—probably the very largest—hardware warehouses in Canada.

T. N. Kirkwood, of Toronto, arrived in Winnipeg recently to superintend the construction of his rolling mill, commenced some time ago. This rolling mill is situated on Logan avenue, near the new C. P. R. shops, and when completed next May, it is expected to have a capacity of fifty tons of merchant bar iron per day. It will be a not unimportant addition to the manufacturing industry of Winnipeg.

The last number of the Manitoba Gazette, announces the incorporation of a number of new companies. Among these is the B. R. Hamilton Hardware Company, of Neenawa, Man., with a capital of \$50,000. The incorporators are: B. R. Hamilton, merchant; J. H. Hamilton, merchant; Alex. H. Hunter, clerk; W. R. Halpenny, clerk, and D. McArthur, tinsmith, all of Neenawa.

Another company, whose incorporation is mentioned in the same issue, is The Canadian Mineral Wool Company, capital \$10,000. The incorporators are: E. C. Foley, dining car conductor of Montreal; E. C. Colby, manager; Thos. A. Irvine, C. Plaxton, J. Turner, plumbers, all of Winnipeg.

Prices throughout the entire list below are steady this week, and there are no changes of importance to note.

**Wire**—Prices steady, and business brisk. We quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized.....6 to 8	3 39
Plain galvanized.....9 2 50	2 90
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Plain twist.....	2 85
Staples.....	3 35
Oiled annealed wire.....10	2 95
".....11	3 02
".....12	3 10
".....13	3 20
".....14	3 30
".....15	3 45
Annealed wires (uncoiled) 10c. less.	

**Horseshoes**—Trade is quiet, and prices are steady. We quote:

Horseshoes, iron, No. 0 to No 1.....	\$4 55
" No. 2 and larger.....	4 30
Snow shoes, No. 0 to No. 1.....	4 80
" No. 2 and larger.....	4 55
Steel, No. 0 to No. 1.....	4 70
" No. 2 and larger.....	4 45

**Horsenails**—Discounts and list price are as follows:

Horsenails, No. 4—1½ in., list price.....	0 48
" " 5—2 " " ".....	0 32
" " 6—2½ " " ".....	0 28
" " 7—2½ " " ".....	0 24
" " 8—2½ " " ".....	0 22
" " 9—2½ " " ".....	0 20
" " 10—2½ " " ".....	0 20
" " 11—2½ " " ".....	0 20
" " 12—2½ " " ".....	0 20
" " 14—3½ " " ".....	0 20

Discounts on these prices are for "C" brand 40, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

**Wire and Cut Nails**—Prices are firm. We quote:

Cut Nails—	Wire Nails—
2d 1 in.....\$4 00	1 in.....4 00
3d Fin. 1½ in.....4 00	1½ in.....4 00
3d 1½ in.....3 65	1½ ".....3 65
4d 1½ in.....3 40	1½ ".....3 40
5d 1½ in.....3 40	1½ ".....3 40
6d 2 in.....3 30	2 ".....3 30
8d 2½ in.....3 15	2½ ".....3 15
10d 3 in.....3 10	3 ".....3 10
20d 4 in.....3 05	3½ ".....3 05
30d 4½ in.....3 00	4 ".....3 05
40d 5 in.....3 00	4½ ".....3 00
50d 5½ in.....3 00	5 ".....3 00
60d 6 in.....3 00	5½ ".....3 00
	6 ".....3 00

**Screws**—There is a brisk Spring trade commencing. Prices are steady, and we again quote discounts as follows:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—We quote following unchanged discounts:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" small lots.....	2½c. "
Hex " case lots.....	3c. "
" smaller lots.....	2½c. "

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	29½
" No. 12.....	33

**Coil Chain**—We quote again as follows:

Coil chain, 3-16 inch.....	9.25
" ¼ inch.....	7.25
" 5-16 inch.....	5.20
" ¾ inch.....	4.60
" 7-16 inch.....	4.45
" ¾ inch.....	4.30
" ¾ inch.....	4.10
" ¾ inch.....	4.30

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discount 60 per cent.

**Axe Handles**—We quote:

Axe handles, turned, s.g. hickory, doz..	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60

**Fuses**—We again quote as follows:

" Arcade ".....	70 and 10 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—An active demand is reported this week at steady prices. We quote:

Anchor, plain.....	65c.
" tarred.....	70c.
Pure fibre, plain.....	67½c.
" tarred.....	80c.

**Ammunition, Etc.**—We again quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
Ammunition, cartridges, American R.F.	33½ p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

**Loaded shells:**

Eley's and Kynoch's soft, 12 gauge	
black.....	15 00
chilled, 12 gauge.....	16 00
soft, 10 gauge.....	18 00
chilled, 10 gauge.....	19 00
Shot, Ordinary, per 100 lb.....	6 25
Chilled.....	6 75
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" plain.....	75 and 2½ p.c.
" pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
" Famous.....	50 p.c.
" Imperial.....	50 and 10 p.c.

**Cordage**—No change in price. We quote as before:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 25
Lath yarn.....	11 25

**Axes**—Trade is slack, and we quote:

Axes, chopping.....	\$ 6 75 to 12 00
" double bits.....	12 00 to 18 00

**Solder**—Quoted at 21c.

**Bluestone**—In fairly active demand now at \$5.75 per cwt.

**Iron and Steel**—Prices continue steady and business is more active than before.

We quote:

Bar iron (basis).....	2 50
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 65
Spring steel.....	3 00
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00

**Black Sheets**—An active demand is reported. Prices are steady. We quote:

Black Sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

**Galvanized Iron**—We quote:

Apollo, 16 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 50
28 gauge.....	4 50
30 gauge or 10½ oz.....	4 75
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28 ".....	4 75



**Tin Plate**—Not much activity at present. Prices are steady. We quote:

Tinplate, 1C charcoal, 20 x 28, box ....	10 00
IX	12 00
IXX	14 00

**Ingot Tin**—Quoted at 35 cents.

**Canada Plates**—There is not much activity. We quote again, as follows:

Canada plate, 18 x 21, 18 x 24.....	3 25
Canada plate, 20 x 28.....	3 50
Canada plate, full polished.....	4 00

**Sheet Zinc**—Cask lots are quoted at \$8.25 per 100 lbs., and broken lots at \$8.75.

**Pig Lead**—Quoted at \$4.50 per 100 lbs.

**Iron Pipe**—An active trade is reported at following steady prices:

Black iron pipe, 3/4 inch .....	2 45
" 3/4 " .....	2 65
" 1 " .....	3 00
" 1 1/4 " .....	3 80
" 1 1/2 " .....	5 50
" 1 3/4 " .....	7 45
" 2 " .....	8 95
" 2 1/2 " .....	12 30

**Petroleum**—Prices continue steady. We quote:

Silver Star, per gal.....	20 1/2 c.
Sunlight .....	21 1/2 c.
Eocene .....	23 1/4 c.
Pennoline .....	24 1/2 c.
Crystal Spray .....	23 1/2 c.
Silver Light.....	21 1/2 c.

(In barrels f.o.b. Winnipeg.)

**Paints and Oils**—Since the advance in linseed oil, noted last week, there has been no change of importance. Spring business is opening out well. We quote:

White lead (pure).....	\$5 00 to \$5 50
Bladder putty, in bbls.....	0 02 1/2
in kegs.....	0 02 3/4
Turpentine, pure, in barrels.....	\$ 0 84
Less than barrel lots.....	0 89
Linseed oil, raw.....	0 55
Boiled .....	0 58

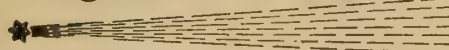
**Window Glass**—In view of the situation in Belgium prices are very firmly maintained. We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$225
26 to 40 " .....	2.50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4.00
26 to 40 " .....	4.25
41 to 50 " .....	4.75
51 to 60 " .....	5.25
61 to 70 " .....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches .....	7.35
41 to 50 " .....	8.40
51 to 60 " .....	9.45
61 to 70 " .....	10.50
71 to 80 " .....	11.55
81 to 85 " .....	12.60
86 to 90 " .....	14.75
91 to 95 " .....	17.30
6 to 100 " .....	

#### DUMPING AMERICAN CEMENT.

At a meeting of the cement branch of the Canadian Manufacturers' Association, in the Board of Trade this week, representatives were present from Owen Sound, Hanover,

## GILBERTSON'S



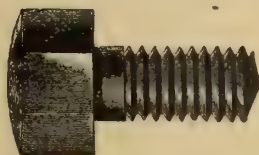
## COMET

Agent: ALEXANDER GIBB, Montreal.

## Brand Galvanized Sheets

People who use this brand find there is none better and they particularly like its low price. Give it a trial. Every sheet is guaranteed.

Makers: W. GILBERTSON & CO., Limited  
Pontardawe, South Wales.



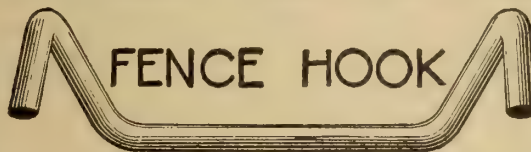
## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs.  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

## GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

LONDON, ONT

## WINDOW AND CURTAIN FIXTURES



Our line comprises all requisites, Pins, Hooks, Rings, Pole Ends, Brackets and Sockets. We would like an opportunity of quoting you on these goods. Keep us in mind and when you want regular or special lines, let us know.

JONES & BARCLAY, Bath Row, BIRMINGHAM, ENG.

## FOR STORAGE IN WINNIPEG

Handling and reshipping of goods.

Brick warehouse with track facilities

WRITE  
**MACKENZIE BROS.**

244 PRINCESS ST.  
OR P.O. BOX 579

**WINNIPEG.**

# A GOOD PAINT

cannot be made from cheap ingredients, nor a poor paint from the best. To prove to you we have the best we will be pleased to send you a sample order.

## The Winnipeg Paint and Glass Co., Limited

P.O. Drawer 1268

179-181 Notre Dame Ave., East

Brantford, Lakefield, Belleville, and other cement centres. It was decided to send a deputation to Ottawa to endeavor to secure protection against the dumping of American cement in Canada at prices lower than the prevailing price in the United States. As an instance, it is said that an American company undersold the Canadian mills on a \$15,000 cement contract at Hamilton, and it is

claimed the latter is selling cement in the home market thirty cents a barrel higher than the price asked by the same firm at Hamilton, duty paid. The cement dealers have asked the Government for an increase of 5c. a hundred in the customs duty on imported cement. This would give them a protection of 17 1/2 c. a hundred, to which they claim to be fairly entitled.



## CONDENSED OR "WANT" ADVERTISEMENTS.

### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

### WANTED.

**H**ARDWARE Clerk wanted. Must be a good stock keeper and salesman. Apply, giving experience, references of last employer, and salary expected, to Box 225, HARDWARE AND METAL, Toronto. (11)

### SITUATIONS VACANT.

**W**ANTED—Assistant salesman, must be reliable. State age, experience, and salary expected. G. A. Binns, Newmarket. (11)

### MANUFACTURERS' AGENT.

**F**IRST-CLASS agent calling on the Canadian hardware trade to represent us on a commission basis; high-grade mechanics' tools. Goodell Mfg. Co., Greenfield, Mass. (11)

### BUSINESS CHANCES

**B**UY the only Acetylene Machine without open water seals. Enclosed like a meter—no odor, dirt nor danger wherever placed. Cannot leak gas, expel water, nor burst. Steady pressure for lights, stoves or engines. Simple, automatic, economical cost and working. Testimonials. St. Thomas Acetylene Manufacturing Co., Limited, St. Thomas, Ont. (14)

**T**HE LOCATORS.—W. B. Herbert, general manager. Largest business brokers in Canada, 62 63 Merchants' Bank Building, Winnipeg. Phone 1888

**H**ARDWARE and Implements—In Manitoba; annual turnover nine thousand; stock eighteen hundred; owner will take thousand cash, balance of eight hundred on time. Locators, Winnipeg.

**H**ARDWARE and Implements—On Pembina Branch, Manitoba; annual turnover thirty thousand; stock thirteen thousand; will take four thousand cash, nine thousand easy. If you have this amount to invest, why look further? Locators, Winnipeg.

**H**ARDWARE and Implements—Manitoba; well settled country; fourteen hundred; half cash; good business. Locators, Winnipeg.

**H**ARDWARE Store in Manitoba for twenty-five hundred; terms arranged. Locators, Winnipeg.

**H**ARDWARE—On Souris branch, Manitoba; well established; stock three thousand; bear fullest investigation; price fifteen hundred cash, balance easy; if this is the proposition to you, write Locators, Winnipeg.

**H**ARDWARE—Manitoba; twenty-five hundred; net profit ten hundred; price seventeen fifty cash, balance easy. Locators, Winnipeg.

**H**ARDWARE—A nice proposition, with a turnover of twelve thousand; population of town six hundred; stock fifty-five hundred; part cash, rest over four years. This is on Yorkton branch. Locators, Winnipeg.

**H**ARDWARE—In rising Saskatchewan town; turnover twelve thousand; stock thirty-five hundred; price seventeen hundred cash, eighteen hundred to suit good purchaser. Now, hardware men, look into this. Locators, Winnipeg.

**H**ARDWARE AND IMPLEMENTS—In N. W. T.; stock of five thousand, new; store three thousand two hundred; good, sound, thorough going business; five thousand cash, three thousand two hundred easy, will buy the whole outfit. Locators, Winnipeg.

**I**F you are seeking a business anywhere in the Canadian West, consult the Locators. Their catalogue of business opportunities, containing over 200 propositions, will be mailed free on request. Locators.

## COMPLAINTS RE FREIGHT RATES.

The recent rise in freights on the C.P.R. and G.T.R. to inland points in Canada is being unfavorably commented upon by British merchants and manufacturers. One large firm making large shipments of tin-plate say the rise of two cents per hundred pounds weight greatly handicaps them. With the growing competition before the rise, it was almost as much as they could do to hold their own in competition with the United States. Freights, they understand, have not been raised from the States, hence they are greatly helped by the rise, which a member of one firm spoke of as discrimination against British goods in favor of the States. It is understood that the matter is to be brought to the notice of some of the chambers of commerce, so that more is likely to be heard of the matter.

## THE SOO'S DEVELOPMENT.

The Lake Superior Corporation at S. Ste. Marie is very busy. General Manager Sawyer reports their operations as follows: "The company has sold the entire output of the pulp mill, and we are shipping every pound of pulp as fast as we can make it. The saw mill is now in full operation, and is turning out

## MACHINERY FOR SALE.

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

**O**NE second-hand gap lathe; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

**O**NE second-hand shafting lathe, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

## ASSIGNEE'S SALE OF Hardware Business

known as  
**Shepherd Hardware Co.,**  
462 Spadina Ave.,  
Toronto,

CONSISTING OF

Shelf and Heavy Hardware .....	\$947 44
House Furnishings .....	831 92
Paints, Oils, etc. ....	557 68
Shop Furniture .....	128 00
	\$2,468 04

by Public Auction at the warehouse of Suckling & Co., Wellington St., Toronto, on

**WEDNESDAY, THE 22nd DAY OF  
MARCH, 1905**

according to instructions from Osler Wade Assignee.

Stock and inventory may be examined on premises.

Terms, 25 per cent. cash at time of sale; balance 2 and 4 months secured. (11)

100,000 feet per day. We are getting ready to place the veneer mill in operation on a small scale. The company has passed through a very severe Winter, but, notwithstanding, it has more than held its own. The company certainly does not propose to stand idle, and now has a number of improvements under contemplation. Some are of a large and others of a small nature. On the whole, for kxads skrom mo tath rjerd em themselves. It is better to be busy and prosperous than to say we are busy and prosperous."

## BUSINESS INQUIRIES.

Hardware and Metal has received a letter from Mr. E. L. Martinet, 233 Rue du Noyer, Brussels, Belgium, who is open to act as representative of any Canadian hardware firm desiring to do business in Belgium or Holland. Mr. Martinet is a Belgian who spent seven years in Birmingham, where he was connected with the ironmongering and general merchandising business.

## BIG LAW SUIT.

The Canada Hardware Co., of Montreal, has entered action against the London and Liverpool and Globe, Norwich Union, and a number of other insurance companies, to recover \$60,000 of insurance that was on their Montreal premises when they were destroyed by fire last September. The companies had refused to pay any insurance, claiming the company had explosives on their premises. The company's loss totalled over \$110,000.

## COAL MINES ENDANGER TOWN.

A curious situation exists in Cape Breton, where the town of Glace Bay and surrounding district is without water, and the inhabitants are forced to melt snow and ice for "aqua pura." The condition exists because of the water being drained off by the mines, which undermine the town and district. The matter is a serious one, as typhoid is prevalent and infant mortality is very great.

## NEW BRASS TUBE WORKS.

Many rumors have been circulated regarding the probable establishment of a large mill at East Toronto to manufacture brass tubing, rods and sheets. It has been difficult to verify the rumors, but Hardware and Metal learns that a syndicate is being formed in England to carry the project into realization. At present brass rods less than six feet in length are imported free of duty.



## WILL TRAVELERS BE TAXED?

**A**N interesting question has arisen in British Columbia, where the Assessment Commission recently made a report in favor of increasing the taxation of agents and travelers representing houses with headquarters outside the province. The proposed action has been introduced into the legislature, fathered by Premier McBride's Government, and, as it aims to place restrictions upon the trade of the province, the Bill has met with general opposition.

In discussing the proposed legislation, The Daily Province, of Vancouver, says:

"It does not seem as if the Finance Minister's proposed Bill for the licensing of commercial travelers would meet with general acceptance, however much it may be amended. The opposition which developed to it on the part of the manufacturers' agents resident in the province, has been responsible for one delay in submitting it to the House, and now it appears that the wholesale commercial firms, with established business here, have reasonable grounds for objecting to proposed changes such as were suggested at the recent meeting of the Board of Trade in this city. There may be some truth in the representations which have been urged by the opponents of the Bill as it stands that it would be difficult, if not impracticable, to collect the license fee from all non-resident commercial travelers; but it certainly does not seem fair that while non-residents should be entirely free to solicit trade and sell goods to be imported, the travelers of British Columbia houses should be handicapped with a license fee in coming into competition with them."

The subject was fully discussed by the Vancouver Board of Trade, and the report of a special committee was adopted as follows:

"1. That while this board approves of the principle of equalization of the burden of taxation, it considers that the Bill now before the House is unfortunate in title and form.

"2. That if it be impracticable entirely to re-draft the Bill in a less objectionable and more workable form, this board considers that it should be amended as follows:

"3. That all reference to 'commercial travelers' should be omitted from title and text.

"4. That all persons or corporations paying \$100 or more to the Provincial Government as personal property tax upon merchandize stocks in their possession or under their control, and their employes shall be exempt from the operation of this Act.

"5. That the amendment to clause 4, exempting all residents in the province from the operation of the Act, be omitted, as rendering the Act absolutely

useless for the accomplishment of the object in view.

"6. That clause 7 of the Act be struck out, as injurious to the legitimate interests of retailers established in the province, e.g., tailors, liquor merchants, etc.

"7. That in the opinion of this board it would be impracticable to collect the license fee from non-resident commercial travelers, and that it is, therefore, inadvisable to include these in the operation of the Act.

"8. That this board reiterate its opinion that an income tax should be substituted for the present system of taxation."

A large deputation of travelers approached the Government regarding the Act and received assurances that clause ten would be withdrawn. It reads as follows:

"That resident agents representing persons, firms or corporations carrying on business outside of British Columbia, and having no branch within this province, be taxed at a rate equal to one-fourth of one per cent. of the amount of their annual sales, and that for the purpose of ascertaining the amount of such sales it be made compulsory for all such agents to keep proper books of account, showing all transactions carried on by them within the province on behalf of such persons, firms and corporations."

While the Vancouver Board of Trade has expressed itself as opposed to collecting license fees from travelers representing the Eastern houses, the decision was only arrived at by the casting vote of the chairman, and the matter cannot, therefore, be considered as decided. As one member pointed out, the B. C. advocates of the tax seem to have forgotten that the stocks from which the Eastern travelers sell, are taxed in the locality where they are situated, and B. C. jobbers should be able to compete successfully with Eastern wholesalers on account of enjoying the advantage of cheap freight rates by the water haul across the Pacific. It is to be hoped that B. C. will not take a step which will place heavy restrictions upon Eastern houses. Canada should be considered as one united country rather than a series of disconnected provinces.

## PERSONAL AND TRADE NOTES.

E. Dahlquist has opened a hardware store at Forget, Assa.

Hunter & McFarlane are a new implement firm at Weyburn, Assa.

Hainsworth & Clarke have opened a new plumbing shop in Berlin.

Doull & Banbury are opening a hardware store at Stoughton, Man.

C. B. Anderson, a well-known hardware merchant at Oak Lake, Man., died

recently in California. He was only 38 years of age.

John McIntyre has purchased the hardware business of B. Hartney at Eganville.

A. Howard & Co. have purchased the hardware business of B. Gerry at Lis-towel.

Mr. Hallitt, of Hallitt & Bradley, plumbers, Oshawa, visited Toronto this week.

Mr. J. P. Bell, hardware merchant, of Mattawa, is recovering from a serious illness.

W. H. Shackman's hardware store at Ponoka, Alberta, was burned out a few days ago.

Mr. J. E. Bennett, representing Gurney, Tilden Co., Hamilton, was a visitor to Ottawa last week.

The Canadian Tin Plate Company, Hamilton, which has gone into liquidation, will be reorganized.

Sills & Murdie, Seaforth, have dissolved partnership and George A. Sills will continue the business.

Schneuker & Rothermal, Milverton, have transferred their hardware business to John R. Rothermal & Son.

G. F. Smith, Alexander, Man., is opening a harness and saddlery branch in connection with his hardware store.

Mr. W. S. Leslie, of A. C. Leslie & Co., Montreal, dealers in sheet and heavy metals, visited Toronto on a business trip this week and called on Hardware and Metal.

J. H. Esplen, of Esplen, Frame & Co., wire fence manufacturers, Stratford, has sold his interest in the business to D. D. Hay and will remove to Paris. The firm will retain their old name.

The report that the Moose Mountain Lumber and Hardware Company have moved their head office to Winnipeg is not correct. The head office of the company will still remain at Arcola.

McLennan, McFeely & Company, Vancouver, have leased the block that Contractor J. McLuckie is erecting on the corner of Water and Abbott streets to the Fairbanks Company. The block will be three stories high, and the estimated cost is \$30,000. It will have a private siding from the C. P. R. and, being right on the waterfront, is well located.

Mr. William M. Moran has been appointed sales agent of the Allis-Chalmers-Bullock, Limited, Montreal, for the Maritime Provinces, with his office at Halifax, N. S. He is a graduate of Washington University, mechanical engineering, and during the past fifteen years has been engaged in electrical and railroad work. He has been connected with the Brush Electric Company and the Edison Electric Company and latterly was chief engineer for Townsend and Reed, of Chicago, one of the largest railroad contracting firms in the United States.



## PAINT, OIL AND BRUSH TRADES

### New Glass-Making Machine.

**A** GENIUS has invented a machine for making handled glassware, which is being tried in the Indiana Glass Co.'s plant at Cicero, Ind., and which is thus described: "E. E. Hoffman, a glass worker and mold maker of Summitville, has completed and patented the nearest human machine that has ever entered the field of glass-making in the tableware line. The machine does away with all skilled labor except that of one man, and reduces the number of employes to one-third the number required by hand process. The cost of 525 pieces of tableware under hand processes is approximately \$15, while this machine makes a thousand pieces for half the money. It is a greater innovation in the line of tableware glass-making than the Lubbers machine was in the window glass trade. The Hoffman machine makes of one piece and at one process all handled ware, which hitherto required sticking on the handles. The hand workmen in the line are much exercised about the new knight in the lists which promises to bring a revolution in their trade."

### How to Apply Varnish.

**A** GOOD coat of shellac should be laid on the work before varnishing, as soon as the filler is dry. This will seal up the pores and prevent the varnish from sinking or showing hollow spots. An excellent shellac varnish may be made by dissolving  $3\frac{1}{2}$  lbs. of orange or white shellac with one gallon of alcohol, using the kind of shellac best fitted for the work in hand. Let the mixture stand in a warm place until the shellac is dissolved. If shaken once in a while the shellac will dissolve more quickly. There are some methods of varnishing which give a very fair imitation of French polishing at a greatly reduced cost. The temperature should always be above 65 deg. F., and may be as high as 125 deg. F., at which temperature a much shorter time need be allowed for successive coats to dry. The varnisher must be careful that there is no oil on the surface to be varnished, as it will cause "pitting," or little hollows in the work. Turning white is caused by the action of water or dampness. The better the grade of varnish and the more elastic it is, the less danger there is from moisture. In applying two coats of varnish, both should be

comparatively light, more especially the former, as a heavy first coat will probably not dry thoroughly at the bottom before the second one is applied, and thus causing the second coat to sag. In some cases the second coat deadens or sinks away because the first has not had time to dry, and the finishing coat is absorbed in the process of hardening.

### Graphite in Australia.

During the past year a mine of graphite has been successfully worked on one of the slopes of Mount Bopple, within 35 miles of the seaport of Maryborough, New South Wales, Australia. The material found is of good quality, and the output is likely to be considerable. At a depth of 32 feet, 35 tons of graphite were obtained, and on continued sinking operations, seams varying from 1 foot to 6 feet have been reached. Several shipments have been made to paint manufacturing firms and brought about \$50 a ton. Trial specimens have also been sent to some large firms in England and Germany.

### Cleaning Floors.

One pound of common soda and one pound of quicklime melted or mixed in one gallon of boiling water, is good for removing hard paint and restoring color of floors, says The Master Painter. Saturate the floor with the solution, sprinkle clean, sharp sand over it, and scrub with soap and water. This will clean and bleach the floor perfectly, and it may then be waxed.

### Notes of Interest.

The largest window in Britain is the east window in York Cathedral. It is 75 feet high and 32 feet wide.

Hay sprinkled with a little chloride of lime and left for an hour in a closed room, will remove the smell of new paint.

Kerosene or burning fluid is excellent for cleaning windows. Moisten a woollen cloth with it, rub the glass clean, then polish with a fresh piece of flannel. This is an easy and effectual method of cleaning windows all the year round, but it is especially recommended in frosty weather.



# Worry Shortens Life

Lessen your share by selling a Varnish that requires no after explanation.

Elastilite Varnish has always pleased and will continue to please the most particular customer. For outside and inside.

MANUFACTURED ONLY BY

**The Imperial Varnish and Color Co., Limited**  
TORONTO—CANADA



# If You Buy

<b>Varnishes</b>	<b>Paints</b>
<b>Japans</b>	<b>Colors</b>
<b>Lacquers</b>	<b>Glues</b>
<b>Stains</b>	<b>Bronzes</b>
<b>Fillers</b>	<b>Chamois</b>
	<b>Sponges</b>

WRITE TO

**R. C. JAMIESON & CO.**

LIMITED

**MONTREAL**

AGENTS FOR ASPINALL'S ENAMEL.

## **SKEDDEN**

Is "Skedden" stamped on the brushes you sell? See that it is. That or "Skedden Brush Co."

### **Skedden's Brushes**

are honest brushes, made by men who take a positive pride in every brush they make. They represent the acme of the brush-maker's art.

Our Catalogue describes them.  
Send for it—free.

**The Skedden Brush Company, Limited,  
Hamilton**

**OILS = OILS = OILS**

**IMPORTED LINSEED,**

Raw, Boiled or Refined

**STEAM REFINED SEAL,**

**STRAW SEAL,**

**STRAW PORPOISE,**

**CHOICE WHALE,**

**NEWFOUNDLAND TANKED COD,**

**GASPE COD**

**D. RATTRAY & SONS**

Import and Export Commission

**QUEBEC**

**MONTREAL**

**OTTAWA**



# ANCHOR

—AND—

# ENGLISH Liquid Paints

Occupy a unique position  
among the different brands  
upon the Canadian market.

They stand alone

## AT THE TOP

unrivalled for covering  
power, permanency of  
color, and wearing qualities.

The only white lead used  
in their manufacture is the  
best the world can produce

## Brandram's B.B.

(GENUINE)



## HENDERSON

## & POTTS

## COMPANY, LIMITED

HALIFAX. MONTREAL. WINNIPEG.



## Paint and Oil Markets



### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, March 17, 1905.

**A**LIGHT supply of linseed oil has caused the price to advance one cent per gallon. Manufacturers of ready-mixed paints and grinders are using immense quantities of oil, and consequently they do not feel like supplying outside orders, as the indications point to a transitory deficiency. Turpentine has declined one cent per gallon, but as this is within the range of the customary fluctuations it is of no commercial significance. General business in the paint and varnish circles denotes a brisk movement. Orders continue to arrive quite freely. Shellac is easier, and it is rumored that larger amounts than usual have been imported. Outside merchants have taken advantage of the situation and have purchased their year's supply earlier than usual. Paris green is quiet, and sales are not expected to increase until warmer weather approaches, or until the season for using begins.

**Canadian Paris Green**—Prices remain steady and continue unchanged. Our quotations are as follows: Barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels, 76c per gallon; two to four barrels, 75c per gallon; for smaller quantities than barrels, 5c extra per barrel is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

**Linseed Oil**—Raw, one to four barrels, 44c; five to nine barrels, 43c. Boiled, one to four barrels, c; five to nine barrels, 46c; f.o.b. Montreal, net 30 days.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc (ground in oil)**—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-

lb irons, \$1.80; in tins, \$1.90; blattered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—83-4 to 91-4c in wholesale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, March 17, 1905.

**T**RADER is reported to be steadily improving as regards the mixed paint and oil markets, and as there is no indication of any labor troubles all dealers are expecting an active season's trade. The dealers are looking for the advent of warm weather, when a big rush is anticipated, owing to the slackness in business during the past few weeks. Shipments are being made at present in large quantities on the regular Spring trade orders, but as no repeat orders are being received as yet it is evident that the country merchants are not over rushed with trade. The heavy snow fall is likely to delay the movement of trade in the country districts for a couple of weeks yet. The demand for white lead is reported to be very firm, while other paint materials are being ordered in normal quantities. Linseed oil continues very active, with prices steady. The dealers are, however, not seeking trade, as there is only a small supply on the market.

Turpentine is reported to be weakening somewhat, the advance in prices not being held to by all the dealers. Glass is a little easier, the expectation being that the strike in Belgium will not last much longer. Only seven out of thirty-seven existing tanks in Belgium are in operation at present, but the new works at Tilley are expected to begin operations at once. There is little probability of prices falling before next fall, as the supply on the market is very limited, and the market could not be thoroughly stocked before the hot weather forces the works to close down about July.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards: 1-2c per lb extra will be charged for 12 1-2 lb



## LIQUID PORCELAIN

Our BATH TUB ENAMEL. — We manufacture an Enamel of perfect quality, and commend it to the notice of Manufacturers, Plumbers, and Hardware Dealers, who are interested in having the very best article obtainable.

Our Enamel forms a hard, polished, non-absorbent surface, effectually resisting hot and cold water, and preventing unclean and unhealthful accumulations of grease, soap, sediment, etc. It is durable in the highest degree. Put up in patent cans with extra slip cover. Pure White, Ivory, Blue Tint, Flesh Tint, Sea Green. Send for prices.

THE STANDARD PAINT & VARNISH CO., LIMITED,

WINDSOR, ONT.

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

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Sample for 10 cents.

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19 LUDGATE HILL LONDON, ENG.



A Popular, Profit-  
able and Seasonable  
Line to Handle.

Dennis'  
Flexible Steel Wire  
Door Mats

DENNIS WIRE AND IRON CO.

Send for Catalogue.

LONDON, ONT

## McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES.

MONTREAL.

## ABOUT GLUES

What kinds do you handle  
Are you and your customers  
satisfied? Perhaps we can  
give you a better article at a fairer figure. Our SCOTCH GLUES will be found  
of exceptional strength, and equal to many glues for which much higher prices  
are charged. Let us send samples.

GROVE CHEMICAL CO. Ltd, Appley Bridge,  
Lancashire, Eng.

TRADE



MARK

## Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works  
or from the principal Color Dealers in Canada



## "Island City"

HOUSE AND FLOOR  
PAINTS

Dry in Eight Hours

P. D. DODS & Co., Montreal  Toronto  Vancouver



## SPECIAL TO THE TRADE

*We do not offer any Paints other than what we manufacture ourselves. The great development of the Carriage Building Industry in the Dominion has stimulated a demand for the finest description of ground colors. That is to say, colors ground in Oil, ground in Japan and ground in Varnish. This business is a specialty of ours, and the bulk of the consumption in the Dominion is the product of our Factories. The making of Fine Coach and Car Colors in every form is a distinct branch with us, employing expert makers and finishers and testing with our own painting staff. The appliances are modern and an abundant completed stock is carried at our factories and warehouses in Montreal and Toronto.*

THE  
**CANADA PAINT  
COMPANY**  
Limited

packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$4.50; ditto, in kegs of 100 lbs, \$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 47c; boiled 50c; 5 to 9 barrels, raw, 46c; boiled, 49c, Toronto, Hamilton, London, and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single barrels, 76 to 78c; 2 to 4 barrels, 75 to 77c; 5 barrels and over, open, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders' ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

### Window Glass.

MONTREAL.

No moderation has occurred in the demand for glass, and it appears as if the outside merchant, fearing a small arrival of glass this Spring, has begun to stock up, although they declare, when questioned, that they are purchasing only to supply the immediate demands of their customers. If this be true it is expected that the amount of business transacted during the coming season will be far in advance of former years. One of the largest wholesale houses on the local market has refused to book any more orders. It is stated from good authority that if any more orders are booked at Charlarois, Belgium, they cannot be filled. As it now stands the first shipments are not expected to arrive before June, which will be a month later than former years.

Our quotations are: First break, 50 feet, \$2.00; second break, \$2.10; first break, 100 feet, \$3.75; second break, 100 feet, \$3.95; third break, 100 feet, \$4.50; fourth break, 100 feet, \$4.75; fifth break, 100 feet, \$5; sixth break, 100 feet, \$5.50; seventh break, 100 feet, \$6.00; and eighth break, 100 feet, \$6.50; Diamond star, or double thick, first break 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 10 per cent., and for double thick it is 25 per cent. Terms three months, and 2 per cent. discount thirty days.

### Petroleum.

**Refined**—Trade continues normal, with no change in prices. We quote the following: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

### Strange Accidents to Plate Glass.

**P**ECULIAR accidents are responsible for the breaking of plate glass, says The Paint, Oil and Drug Review. A member of a surveying gang was passing by a store when the wind blew his hat off. As he turned to catch it the axe he carried on his shoulder smashed a \$700 pane of glass. A pebble lying on the rail of the street car track was thrown by a passing car with such momentum that it bored a half-inch hole in a double-thick plate glass. A window valued at \$200 was broken by a step-ladder falling against it. A bow window valued at \$600 in the store of T. Jackson & Bro., Liberty avenue, Pittsburgh, was crushed by the settling of the building.

### Painters Apprentices.

**T**HE committee on apprentices of the Master Painters' Association made the following report at the recent Milwaukee Convention:

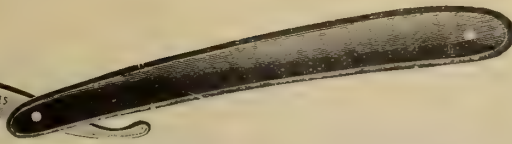
In regard to the terms to be made with apprentices we recommend that a boy be required to serve at least three years in any one shop, and would suggest the payment of \$5 a week for the



# HENCKEL'S RAZORS

RETURNED  
MAR 19 1905  
To Mr. [unclear]  
cut book 31  
Page 46

RETURNED  
MAR 19 1905



March 18, 1905  
RETURNED  
MAR 22 1905  
To Mr. [unclear]  
"TWIN WORKS" Montreal  
cut book 31  
Page 8

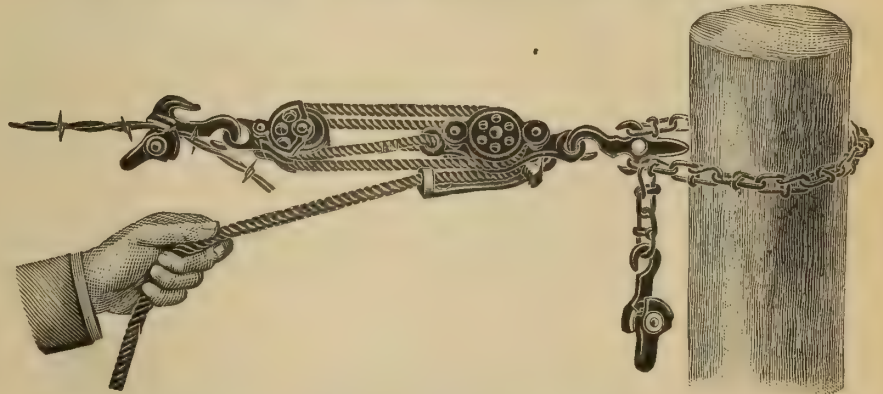
Always ready for use. Every Razor guaranteed. With ordinary care will keep an edge for years without honing.

F. W. LAMPLOUGH & CO., Montreal

## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



WILCOX MFG. CO. OF ONTARIO, Limited

first year, \$7 a week for the second, and \$9 per week for the third year, allowing him the privileges of all legal holidays and Sundays; also we think it will be for the interest of all parties concerned to have the employing Master Painter make arrangements with the boy's parents or guardians to hold the boy, as far as possible, for the given time. From sixteen to eighteen years of age is the proper time for a boy to begin to serve his apprenticeship.

1. That the young men who hire themselves out as painters at the present time are not efficient workmen in many instances, owing to the fact that they have not had practical training.

2. That if all the shops would adopt this plan, in the course of three or four years, twenty or thirty competent young men would be ready to work at the business and more to follow from year to year.

3. That if the proper young men can be procured and trained, the trade will be very much benefited and elevated, and we believe this state of affairs can be brought about by the Master Painters.

4. Your committee recommend that no agreement be signed during the first two months, giving either party permission to withdraw within that time. If both parties are satisfied, the agreement is to date from the time the apprentice began work.

## O-S-O-E-Z-Y

THE BEST HARDWOOD FLOOR DRESSING AND FURNITURE POLISH

IN BBL. LOTS \$1.50 PER GAL.

SINGLE GALS., \$1.75.

AGENTS WANTED.

For further particulars write

O-So-Ezy Mfg. Co., Limited, 205 St. James St., Montreal

## The Position of the Buyer

in any establishment is unique in that he has to be **shrewd, cautious, and wide-awake.**

**Shrewd** about buying goods that have an established reputation for **merit.** To stock with anything else is at the risk of making customers dissatisfied, if not losing them altogether. **Cautious** to buy as much as trade demands and yet being careful to not overstock to any great extent. **Wide awake** to the wants of his trade in any particular line and to have **all stock in store, in season.** **CHURCH'S COLD WATER**

## ALABASTINE

for the walls of any building is in demand the year round, but more especially in the Springtime. This reminder costs money. If it **wakes up the buyer,** whose stock of Wall Coating is not complete, it will have performed its mission.

Have you a complete assortment of all shades in **ALABASTINE?** If not, **order now** and get with the goods full line of Advertising matter.

The Alabastine Co., Limited, Paris, Ont.



We make Electric Fixtures, Sockets and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

## OWEN SOUND CEMENT WORKS.

**A**N extension being made to the Grey and Bruce Cement Co.'s works at Owen Sound is the addition of a third steam boiler of 150 horse-power capacity. Another railway siding will be laid at the south side of the mills, which will facilitate the unloading of cars directly into the works and save handling. A new appliance will be a cooling rotary cylinder forty feet in length. In this, fans are fixed, and the clinker, falling into the revolving cylinder, is cooled when it reaches the

which is intended to replace the old style cast iron, and has been purchased by the Stanley Works, of New Britain, Conn. This new latch is manufactured of wrought metal, and will stand any amount of heavy work without breaking, which is a vast improvement over the old manufacture. The new material being of lighter weight than the cast iron, the shipping expense will be smaller. This latter item in conjunction with the strength and endurance of the new material, should be quite an item which the hardware merchant should consider when sending forward his next order. All goods are neatly Japanned.



Stanley's New Steel Latch.

discharging end. This will save a lot of labor, as the cooled clinkers can then be wheeled directly to the ball mills and ground. In the past it took two or three days to cool before the clinker could go to the crushers. These additions to the plant and the changes in the siding will allow a production of about 3,000 barrels a week.

### Stanley's New Steel Latch.

The illustration accompanying this article shows a new steel thumb latch

## BUSINESS CHANGES.

### ONTARIO.

J. Wesseloh, blacksmith, Zurich, sold to Louis Prang.

Peter Scott, blacksmith, Brussels, has sold to W. Davidson.

J. Herbert, of J. Herbert & Son, roofers, Ottawa, is dead.

Stock of J. Leduc, tinsmith and roofer, Ottawa, has been sold.

J. M. Ferrier, tinsmith, Richmond, succeeded by A. E. Eastman.

F. W. S. Davis, hardware merchant, Wingham, has sold to B. L. Gerry.

Wm. Buchanan, dealer in agricultural implements, Atwood, is selling out.

J. McIntyre, hardware merchant, Eganville, succeeded by B. Hartney.

The assets of W. H. Rolland, dealer in agricultural implements, Arnprior, have been sold.

Noonan & Ferrier, dealers in agricultural implements, Perth, succeeded by D. R. Noonan.

Shepherd Hardware Co., hardware and stove merchants, Toronto, have assigned to Osler Wade.

W. H. Johns, hardware and tinware dealer, Southampton, is succeeded by Johns & Telford.

McGee & Lyons, hardware and agricultural implement dealers, Pembroke, succeeded by Wm. Leach.

### QUEBEC.

H. Dellaire, plumber, Sorel, assets sold.

G. Rowe, blacksmith, Franklin Centre, has assigned.

A. Pare & Co., carriage makers, Montreal, burnt out; insured.

U. Pauze & Fils, contractors, Montreal, have dissolved partnership.

J. Desrochers, of Dufort & Desrochers, carriage makers, Montreal, is dead.

### NOVA SCOTIA.

A. B. Boomer, tinsmith, Great Village, has assigned.

Chisholm & McKav, plumbers and stove dealers, New Glasgow, have dissolved partnership.

### NEW BRUNSWICK.

Brown & Coles, carpenters, St. John, have dissolved partnership.

### MANITOBA AND N.W.T.

W. H. Spockman, hardware merchant, Ponoka, burnt out.

A. Forster, plumber, Winnipeg, has assigned to J. W. Lord.

Cram & McIntosh, hardware merchants, Osler, have dissolved partnership.

Swain & Lane, dealers in agricultural implements, Morris, have dissolved partnership.

W. J. Phillips, hardware merchant, Arnaud, has been succeeded by Phillips & Demarres.

The creditors of the estate of E. T. Jacobs, hardware merchant, Wetaskiwin, have been requested to file claims on or before April 30.



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

**WORK AND PRICES RIGHT GALVANIZING**  
ONT. WIND ENGINE & PUMP CO., LIMITED.  
TORONTO, ONT.

## IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

### Turnbull & Henderson

Customs Brokers, Forwarding and Distributing Agents,  
Vancouver, B. C. Satisfactory service g.

## TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

### "Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## "MAPLE LEAF"

### Stitched Cotton Duck Belting



MADE IN CANADA

MADE IN CANADA

"Maple Leaf" is made of the best cotton duck woven to our special formula.

"Maple Leaf" is the truest running belt on the market.

"Maple Leaf" is superior to either Rubber or Leather, and in many places will do work that no other make of belt will.

"Maple Leaf" is suitable for all kinds of factories, mills, etc., for power and carrying

Main Drive Belts a specialty.

Ask for "Maple Leaf" and take no other.

Beware of Imitations

MANUFACTURED ONLY BY THE

**DOMINION BELTING COMPANY**

HAMILTON, ONTARIO.

Limited

Use our "MAPLE LEAF" Belt Dressing.

## ACME LATHE & PRODUCTS CO., LTD.

MANCHESTER.

SQUARE AND HEXAGON CAP SCREWS, SQUARE AND HEXAGON SET SCREWS, BRIGHT FINISHED NUTS, WASHERS, ETC. Prompt deliveries made out of Canadian stock. Write for trade discounts.

Canadian Agents,

**WAYLAND, WILLIAMS & DADSON,**

Board of Trade Building, MONTREAL.

## Clauss Brand DENTAL SNIPS

Fully Warranted

Manufactured from select stock.

Steel Faced on Composition Metal.

We suggest Dealers giving these a trial, as the same usually find an early purchaser.

Write for Trade Discount.



CLAUSS SHEAR CO., 169 Spadina Ave., Toronto, Ont.

## H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

### 12, 16 and 20 Gauge Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.



"Simplest Take Down" Gun Made

HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

# BABBIT

QUALITY & PRICE TO SUIT ALL GRADES OF WORK

THE

**CANADA METAL CO.**

NO. 1  
STAR  
SPECIAL  
HERCULES  
METALLIC  
IMPERIAL

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

## BUY DIRECT AND SAVE MONEY



## COLD PRESSED NUTS

Finished, Semi-Finished, Case-Hardened, Polished, Plated, etc.

CAP SCREWS  
SET SCREWS

THUMB SCREWS  
MACHINE SCREWS


Special Discounts to the Trade.

**CANADA FOUNDRY COMPANY, Limited**

HEAD OFFICE AND WORKS: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Calgary, Vancouver, Roseland.





**SOLARINE**  
—A—  
**GREAT POLISH**  
FOR METALS.

If you don't know it, it will pay you to write for information.

**H. F. FALKINER, Sales Agent.**  
60 George St., **TORONTO**

**Oakey's**  
**'WELLINGTON'**  
**KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
MANUFACTURERS OF  
Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

Agent:  
**JOHN FORMAN, 644 Craig Street**  
**MONTREAL.**



It is known as  
**YORK**

—the best Metal Polish in the world. Quickest, cleanest, best. Contains no acid: Sample free for trial. Samples and circulars with every order. Liquid or paste. Order from your jobber.

**ANGLO-CANADIAN SUPPLY CO.**  
3 Wellington St. E., **TORONTO**

**THIS IS THE BANNER COLD BLAST LANTERN**  
Standard Bearer for 1905. BRILLIANT LIGHT. WINDPROOF



For sale by all prominent Hardware and Crockery Jobbers.  
The same price as smaller and inferior makes. Ask for the "Banner."

STOVES AND TINWARE.

**Government Supervised Cans.**

A T a recent meeting of the California Cannery Association, E. H. Temple, general manager of the American Can Company, spoke in favor of a high-grade can made under Government supervision. He said:

"I should welcome any step taken on the part of the packers that would require all can makers who manufacture cans for sale, as well as those who manufacture them for their own use, to use a higher grade of plate, but I see no way to do this unless the national government will pass a law requiring all tin cans used for packing processed goods to be coated with not less than a certain amount of pig tin to the base box. In my experience I have sold cans made from a special quality of plate, which was of a better grade than that ordinarily used in making packers' cans, charging for them only the advanced cost, due to the better material used, but never succeeded in selling this special can to the same party a second year.

"A packer whom I have heard of, and who is putting forth greater efforts to secure a pure food law than any one else, as well as agitating the question of quality of tin plate used in the manufacture of cans, and who could be placed in a class by himself, was unwilling to change to the special quality of plate when the price for the cans made from it was placed in front of him, notwithstanding the average advance would not be over \$1.25 per 1,000 on his cans. You will find many can makers and packers, as well as all other classes of business people, who desire to put up the cheapest package they can secure in order that they may sell cheaply. Such men can only be compelled to buy a higher priced article by a law which they cannot get around."

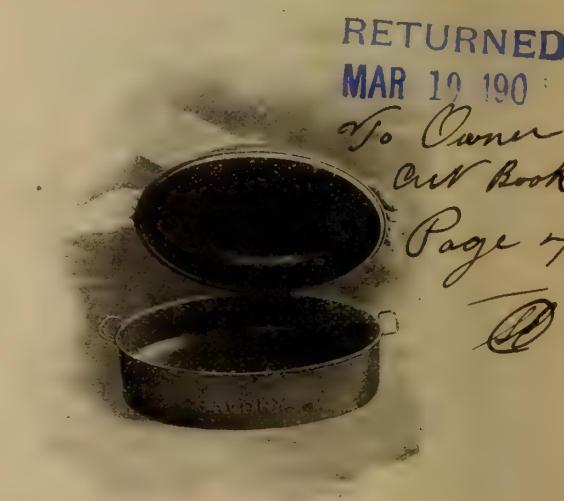
**Use of Cast-Iron Boilers Increasing.**

WITHIN the past few years the cast-iron sectional boiler has in a large measure come to take the place of the ordinary horizontal return tubular boiler for heating in city apartment houses, says The Metal Worker. There are several reasons underlying this, the chief of which probably is the ease of getting the cast-iron constructions in and out of houses. A sectional boiler can readily be taken through ordinary doorways, while boilers of the return tubular type usually necessitated tearing down the foundation walls for a

for a length of 12 to 15 feet when they were originally installed, or when they were taken out on account of having passed their period of usefulness. Another thing in favor of the cast-iron type of boiler is its durability. These boilers last longer than the wrought iron boilers, and if one section should crack under severe conditions it is an easy matter to remove such section and substitute for it another of the same type. Moreover, according to recent tests, cast-iron boilers have a much higher thermal efficiency. While they were not originally designed for high pressure, there are several boilers now working under steam pressure of from 90 to 100 pounds and were at the time of their installation tested and guaranteed to withstand a pressure of 200 pounds to the square inch. The heating trade has always been anxious to take up and push new ideas when they are good, and their good judgment is shown in the increased use of cast-iron boilers.

**The Savory Seamless Roaster.**

In the accompanying illustration we show the new Savory roaster, which is being manufactured by Sidney Shepard & Co., Buffalo, N. Y. This utensil is made of Siemens-Martin blued steel, and



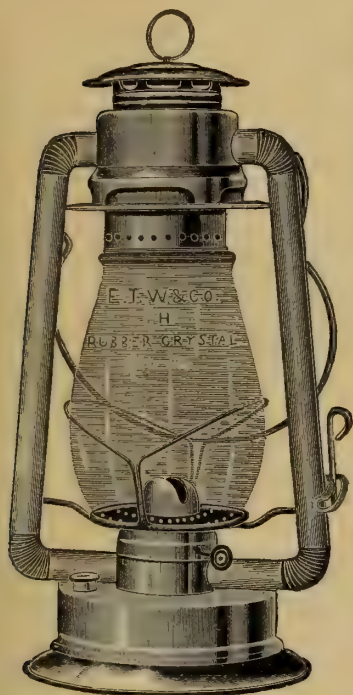
either with enameled cover and food pan or with plain finish. The design of the raised oval bottom is to make this roaster self-basting, requiring no dampers and no attention. The bottom is perfectly smooth and therefore easy to keep clean. It is made in two sizes, 11½ x 17½ x 8¼ inches and 13 x 20 x 9½ inches, respectively.



## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Don't book your order for Lanterns until you see our improved **COLD BLAST LANTERN** and get our prices for 1905. We lead, others follow.  
**E. T. WRIGHT & CO. - HAMILTON, ONT.**



This design a guarantee of quality

## WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

**CANADA PAPER CO.**

SAMPLES AND PRICES  
WITH PLEASURE.

TORONTO LIMITED MONTREAL

Those Who Have Tried Them

—KNOW—

## "SWORD & TORCH"

Sheets are **FIRST QUALITY**

## "THREE CASTLES AND KEY"

Fine for Corrugating. Test them yourself.

Agent for

**J. A. HENDERSON,**  
Board of Trade Bldg., MONTREAL,

**T. W. & J. WALKER,**  
WOLVERHAMPTON

## THE POINTS

about **CUTTS' METAL WINDOW SCREENS**  
to emphasize are that

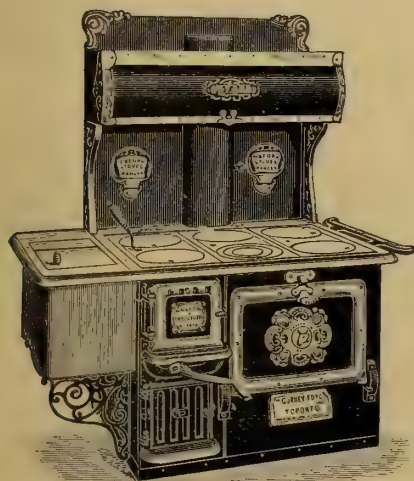
They are as cheap as Wood Screens

They are far better than Wood Screens

Then why sell wood screens?

**C. M. CUTTS & CO.,** SOLE MAKERS. Toronto Junction, Ont.

# LIVES UP TO OUR EVERY CLAIM



That is what makes the Oxford Chancellor Range so popular with range buyers. Every claim for excellence of baking and economy of fuel which we have made for the

## Oxford Chancellor Range

has been backed up by the range itself. It can be fitted with grates for either coal or wood.

If you sell the Oxford Chancellor Range you may depend on it giving permanent satisfaction.

Write us for particulars of why you should sell the Oxford Chancellor.

## THE GURNEY FOUNDRY CO., LIMITED

TORONTO—WINNIPEG—VANCOUVER

—CORRESPONDENTS:—

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, QUE.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, ALTA.



# BUILDING AND CONSTRUCTION

## Concrete as a Fireproof Material.

CINDER concrete for making fireproof floors and for fireproofing columns is warmly advocated by Mr. J. T. Montgomery, in a paper read recently before the Western Society of Engineers. He states that, at the Baltimore fire, even concrete with a stone aggregate was affected to a depth of  $\frac{3}{4}$  inch to 1 inch only, where used in fireproof floors. Cinder concrete, though not so strong, is less brittle, and resists fire better. Some exposed to a fire-hour test, in the course of which the temperature reached 2,000 deg. Fahr., proved quite tough at the end, holding nails as if it had been hard wood. Being a good non-conductor, if forms, he claims, a better protection to steelwork than stone concrete. In a test at New York, a slab of cinder concrete 5 inches thick had a temperature of 1,900 deg. to 2,000 deg. Fahr. maintained at one side of it. Only at the end of four hours was the other side perceptibly warm to the touch, and not till four hours 24 minutes later did this surface become too hot to keep the hand on. In spite of containing a certain quantity of sulphides, the cinders do not prevent the concrete being an excellent protection to steelwork, the alkali of the cement being more than sufficient to neutralize any acidity thus arising. The concrete should, however, be mixed thoroughly wet and thoroughly well. Concrete has also the advantage of being easily fitted into place, as it is plastic, and mixing machinery can be used, so as to reduce the labor needed to a minimum. The cinders used are obtained from boiler plants, and contain little combustible matter, being really clinker.

## A Modern Elevator.

FOR five years, Fort William and Port Arthur on Lake Superior have continued to add to their elevator equipment. The last addition, just finished, is one of the most remarkable of the series.

The new steel elevator of the Ogilvie Flour Mills Company, Limited, of Montreal and Winnipeg, is the result of a contract awarded by the company to the Macdonald Engineering Company, of Chicago, to erect a first-class, modern fire-proof elevator of 500,000 bushels' capacity. Work was commenced on the new structure last April, and carried on

night and day, until December 1 the electric current was turned on, giving motion to every wheel in the finished building.

The elevator is of the cylindrical type. All the interspaces and outside pockets between the cylinders being available for storage, so that the entire volume of the bin structure is solid storage space. A unique feature of this building is in the first storey construction which, with the foundation floors and supporting columns, is one mass of re-enforced concrete.

The advantages of construction are many. Working space is ample, and all the machinery is arranged on the newest, time-saving lines. The electric power current is furnished from the new power house of the C.P.R. A complete equipment of Westinghouse alternating current motors is installed and attached to the different machines and elevators throughout the building.

About 1,500 tons of steel were used in construction, all imported by the contractors from Pittsburg and manufactured on the job in their own improved shops. It is reported that interests identical with the owners of this plant have secured control of Kecebacka Falls, about sixteen miles up the Kaministiquia River, and will develop 20,000 electrical horse-power for distribution to this plant and other industries in town. The foundation for a 3,000 barrel flour mill has just been completed adjacent to the elevator building, and it is intended to proceed with erecting the superstructure early in the coming season.

## Building Notes.

F. B. Davidson is erecting a hotel at Humboldt, Man.

F. Frank, Berlin, will erect three houses this Spring.

The C.P.R. is preparing to build a large bridge at Saskatoon.

A Masonic Temple will be built this year at Moose Jaw, Assa.

Vancouver butchers are considering the advisability of building an abattoir.

A \$250,000 passenger station is proposed by the Grand Trunk at London.

J. J. Stone has purchased a lot at Fort Frances, and will erect a \$25,000 hotel.

J. C. Sobey, contractor, Winnipeg, is erecting a two-storey warehouse for his own use.

The Presbyterians intend erecting a

new church at Riverview, a suburb of Winnipeg.

W. A. Noble & Co. will erect two brick houses on Hess street, Hamilton, to cost \$3,200.

Fort Frances has passed a by-law for \$20,000 for new municipal buildings and fire protection.

Two new schools will be erected in Vancouver. C. W. Murray, secretary, is calling for tenders.

Tenders are being called for by W. G. Morrow, Peterboro, for the erection of a collegiate institute.

The French-Catholics will erect a new church in Winnipeg on the corner of Lydia and Bannatyne streets.

E. Charmont, Montreal, has secured a permit to erect six tenement houses on Dorion street, at a cost of \$6,000.

The Massey-Harris Co. will build a \$125,000 addition to their offices and warehouses in Toronto this Spring.

The Mount Royal Club, Montreal, will erect a \$120,000 club house this Spring to replace the building burned last year.

David Brown will erect two brick houses at the corner of Homewood avenue and Queen street, Hamilton, to cost \$3,600.

The Strathpeffer Company, Limited, has purchased several acres of land on Barton street, Hamilton, and will erect a large apartment house.

The City of Winnipeg will erect a four-storey public building, which will include a public hall, police station, and many civic offices crowded out of the city hall.

Adam Zimmerman, M.P., Hamilton, will erect eleven houses on Sanford avenue and Ida street, to cost \$22,000.

Thomas Lovejoy, Hamilton, has secured a permit to build three brick houses, which will cost \$5,000.

Donald Fraser & Sons, Fredericton, N.B., have decided to erect two new shingle mills, one at Cabineau, to have fourteen shingle machines, and the other at Baker Brook, on the St. John River, which is to have ten shingle machines.

Arrangements have been completed in Montreal for the erection of a \$500,000 apartment house on Dorchester street, which is one of the principal residential streets in the city. The building will be one of the finest of its kind to be erected on the continent. This makes the fourth large apartment house planned for this season.

James Vallance, Hamilton, will erect



# "DOMINION BRAND" ROOFING PITCH TARRED FELT COAL - TAR (THE OLD RELIABLE QUICK SELLER)

WHEN YOUR  
TRADE DEMANDS

## THE BEST

ROOFING  
MATERIALS

CONSULT THE WELL-KNOWN MANUFACTURERS

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

# PAGE FENCES Wear Best

It is the fence that has stood the test of time—stands the heaviest strain—never sags—the standard the world over. In future Page Fences will be painted WHITE, which is an added protection against rust in addition to the galvanizing. Order through our local agent or direct from us.

**THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Toronto, Montreal, St. John, Winnipeg. 205**

The Best Door Closer is . . .

### NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

**W. NEWMAN & SONS,**

Hospital St., BIRMINGHAM

### COVERT MFG. CO

West Troy, N.Y.

### Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

### PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power **ARE THE BEST.** Highest Quality Grooming and Sheep-Shearing Machines. **WE MAKE THEM.** SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

## To the Wholesale Trade.

We are now fully equipped and prepared to give quotations for the manufacture of any

### Woodenware Specialties

OUR HARDWARE SHELF BOX is selling itself. Write for prices.

...THE...

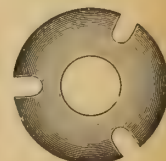
**Bennett Manufacturing Co.**

PICKERING, ONT.

## SPRINGS



Send Samples or Specifications for Prices.



**The WALLACE BARNES CO., BRISTOL, Conn.**

# Perfect Metal Lath

We name our Metal Lath "PERFECT," because, compared with all other existing forms of this article, it is perfect.

It is light, strong, perfectly meshed; the plaster will "key" on it perfectly; it is half the price of other Metal Laths, notwithstanding its superiority, being 10c a square yard to the consumer.

The Hardware dealer can sell this Lath to advantage.

SAMPLE — BOOKLET — FREE.

**THE PEDLAR PEOPLE**

OSHAWA, ONT.

Eastern Warehouse, 767 Craig St., Montreal



two brick houses at the corner of Hughson and Picton streets, to cost \$2,800.

A new machine shop is to be erected at the corner of St. Francois and Berri streets, Montreal, for the firm of Lymburner & Matthews. The new building when completed will cost in the neighborhood of \$20,000.

### Building Permits.

#### TORONTO.

Charles May, dwelling, 228 Chestnut street, \$1,600.

Wray & Morgan, workshop, Dundas street, \$1,800.

Manton Bros., factory, 105 Elizabeth street, \$2,000.

J. Loiesky, dwelling, 117 Brooklyn avenue, \$1,700.

J. G. Jones, dwellings, 362 and 364 Shaw street, \$4,000.

W. K. Colville, stable, rear of 115 Duchess street, \$3,500.

J. Winters, dwelling, Brooklyn avenue, near King street, \$2,000.

H. Burgess, stores, 782 to 790 Queen street east, \$2,000.

G. Martin, dwellings, Dovecourt road, near Bloor street, \$1,000.

Monteith Nixon Co., factory McDonald avenue, near Wright, \$1,500.

R. C. Vaughan, dwellings, Bathurst street, near Bloor street, \$4,000.

L. C. Sheppard, dwellings, Collier street, near Park road, \$10,800.

L. C. Sheppard, dwellings, Bismarck avenue, near Park road, \$6,800.

Wm. Roberts, dwellings, west side Shaw street, near Bloor, \$4,000.

Charles Mould & Co., dwelling, corner Royce and Perth avenues, \$3,000.

Lauston & Slack, dwellings, Shaw street, near College street, \$3,600.

F. L. Beercroft, dwelling, Beatrice street, near College street, \$3,300.

Elizabeth Ball, residence, Roncesvalles avenue, near Queen street, \$2,000.

C. Cathcart, dwellings, west side Delaware avenue, near Shanley, \$3,000.

E. Smith, dwellings, McKenzie crescent, near Dovecourt road, \$8,000.

Dominion Banking Co., alterations, corner Bloor and Dovecourt, \$2,000.

L. C. Sheppard, dwellings, Wells street, near Howland avenue, \$8,400.

George Nicholson, dwellings, Jones avenue, near Gerrard street, \$4,000.

Fred J. Goodman, dwellings, Salem avenue, near Shanley street, \$3,200.

A. R. Boyle, dwellings, Emerson avenue, near Wallace avenue, \$2,200.

J. A. Kent and G. T. Webb, dwellings, 121 and 123 Pearson avenue, \$4,500.

N. Manning, dwellings, east side Bathurst street, near Ulster, \$2,500.

J. M. Sinclair, addition to factory, rear 114 Adelaide street west, \$2,000.

Hutchins & Burns, dwellings, east side Close avenue, near King street, \$8,000.

A. B. Frizzell, dwelling, west side Havelock, near Dewson street, \$2,750.

Henry A. Gray, dwellings, west side Sherbourne, near South drive, \$6,000.

Caleb Evans, dwellings, east side Kendall avenue, near Bernard, \$6,000.

E. J. Hobson, dwellings, west side Sorauren avenue, near Pearson, \$5,500.

J. D. Bradshaw & Co., factory, corner Atlantic and Pacific avenues, \$10,000.

John Holmes, dwellings, Aberdeen avenue, near Parliament street, \$3,000.

John Waghorne, dwellings, Dundas street, near High Park avenue, \$4,000.

Annie Harris, dwelling, Pearson avenue, near Roncesvalles avenue, \$2,000.

W. R. Merrin & Co., workshop, King street east, opposite St. Lawrence street, \$5,000.

W. MacCullough, dwellings, Roxborough avenue, near Yonge street, \$5,500.

A. A. Barthelmes, dwellings, east side Brunswick avenue, near Wells street, \$9,500.

J. F. Morrish, dwelling, east side Palmerston avenue, near Ulster street, \$4,500.

John Kilgour, dwellings north side Hallam street, near Salem avenue, \$2,500.

Walter Armour, dwellings, west side St. Clarens avenue, near Bloor street, \$11,000.

North American Land Co., dwellings, east side Euclid avenue, near Bloor street, \$3,000.

A. A. Barthelmes, dwellings, south side Wells street, near Brunswick avenue, \$11,000.

Joseph Simpson & Son, power-house and reservoir, north side Esplanade, near Berkeley street, \$7,500.



The 50-foot Awning we made for Ryrie Bros., Toronto

DO YOU NEED AN AWNING THIS YEAR?

## FIRST-CLASS AWNINGS

—Poor Awnings are dear at any price. Therefore be careful.

—A good Awning is one in which the rollers are strong, straight and perfectly joined; the lowering and lifting contrivance, simple, powerful, easy and prompt in its action. The Awning stock we use is the best obtainable. We make only first-class Awnings.

—Quotations cheerfully furnished on jobs of all sizes.

**WM. BARTLETT & SON**

16 ADELAIDE STREET WEST,

TORONTO

## To Manufacturers' Agents:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**HARDWARE AND METAL**

Montreal and Toronto

WHY DON'T YOU BUY...

**Rex  
Flintkote  
Roofing**



NO Roofing has ever given satisfaction or service like **REX Flintkote Roofing**. It is the result of years of labor, and is made of the best matted wool fibre treated by our own compounds. It is waterproof, fire-resisting, and is not affected by vapors of acids or alkalies. It costs less than shingles, and can be laid by anyone. Our book tells more about it, and will be sent free, with samples.

**J. A. & W. BIRD & CO.,**  
49 India Street, Boston, Mass.

**Rex Flintkote Roofing** is used on thousands of buildings in the U. S. and Canada, and is fast becoming the universal roofing.

**"LOOK FOR THE BOY" ON EVERY ROLL**



**Luxfer**  
**Window and Sidewalk**  
**Prisms**

Do You Want More Business  
for 1905 ?

STORE  
FRONTS  
OUR  
SPECIALTY

SEND FOR  
INFOR-  
MATION

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If so, make your premises Bright, Light  
and Up-to-date.

**A Daylight Store Draws Trade.**

**LUXFER PRISM CO., LTD., 100 KING ST. W., TORONTO.**

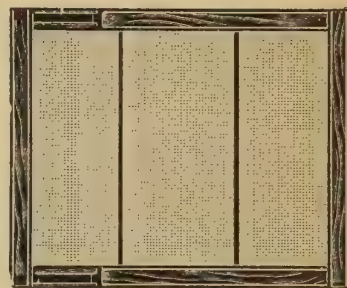


WE ARE PRODUCING THE  
LATEST AND BEST DESIGNS IN  
**Refrigerators, Screen  
Doors and Windows**

Send for our catalogue which tells all about them.

IT WILL PAY YOU.

**THE SANDERSON-HAROLD CO.,**  
PARIS, - ONT. Limited



**Perfection  
Window Screen.**

**MAXIMUM LIGHT  
GLASS**

**IV.—DIFFUSION**

**MAXIMUM LIGHT GLASS** secures complete diffusion and elimination of shadows  
—most important features.

Economy is certain through the installation of MAXIMUM LIGHT GLASS,  
as its use does away with artificial lighting during daylight. Costs very  
little more than the ordinary corrugated or prismatic glass. Send for  
sample—free.

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**

**Glass Importers and Manufacturers**



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE Disston Saw Works of Philadelphia has completed arrangements for the erection of a saw factory in East Toronto at a cost of \$150,000. Competition is keen owing to the British preference, which places the American manufacturers at a disadvantage. As American capitalists are largely interested in lumbering in Ontario and are compelled to manufacture timber into lumber before exporting, the saw trade is of sufficient importance to warrant the move as being about the only way in which the Disstons can hold their trade.

A new furniture factory is to be located at Stratford.

A new flour mill with 100-barrel capacity is being established at Uinga, Man.

The new factory of the Boston Last Company has been opened at Richmond, Que.

Wapella, Man., has voted to aid the establishment of a grist mill and an abattoir.

Bowmanville has decided to loan \$15,000 to the Durham Rubber Manufacturing Company.

Gore & McGregor, Victoria, B. C., are having a survey made of pulp lands near Powell River, B.C.

English interests have bought \$2,000,000 worth of stock in the Montreal, Light, Heat and Power Company.

Extensive lime kilns, with a capacity of 1,000 hogsheads per day, have been established at St. Hyacinthe, Que.

The Standard Art Company, Toronto, are negotiating with the village of Lakefield regarding the establishment of a furniture factory.

The Kingston municipal electric plant is offering cheap power at from 6 to 10 cents per kilowatt hour and light from 12 to 14 cents.

The snow blockade in Nova Scotia has delayed the work on the new steel rail mill at Sydney, but it is expected that the mills will be rolling rails by June.

Whitby has voted to aid a new wind mill factory in that town. A by-law to aid the Farmers' Co-operative Harvesting Machine Company was defeated by nine votes.

D. B. Martin and Company of Philadelphia have purchased the Eastern abattoir on Frontenac street, Montreal, and will spend \$150,000 in remodelling it so as to make it one of the most efficient in the country.

The Manitoba Union Mining Company

is advertising for sale 160 acres of natural cement lands and manufacturing plant on the Canadian Northern Railway.

The Otis-Fenson Elevator Company will in future do all their manufacturing in Hamilton, where their plant will be doubled in capacity by the addition of \$40,000 worth of machinery. The head office will be in Toronto.

The A. C. Thompson Company, Limited, will establish a nail factory at Sydney, N.S., the capacity to be about 75,000 or 100,000 kegs per year. The raw material will be purchased from the Dominion Iron and Steel Company.

The Canadian Northern is making active preparations to rush the laying of steel to Edmonton early next Summer. Messrs. Huff and Carter, of that city, have been awarded a contract for supplying 100,000 ties, to be delivered at Battleford before July 1st next. About 100 men and 25 teams will be needed on the job.

The Dodge Manufacturing Co., of Toronto, manufacturers of power transmission machinery, have secured a large order for machinery from the Grand Trunk Railway system for their new million bushel grain elevator at Windmill Point. The Dodge Company has also supplied the immense steel marine leg for the new Harbor Commissioners' elevator, on Montreal water front.

The annual meeting of Rhodes, Curry & Co., Ltd., was held recently. The report of the directors was read and adopted and a dividend of six per cent. was declared, which, on account of the increase in the capital stock of the company, is equivalent to the twelve per cent. paid last year. The directors' report showed that the volume of business for the year was \$2,300,000. The receipts last year from the sale of cans were \$1,400,000. The amount paid out in wages was \$367,000.

The town of Morrisburg will vote on a by-law to aid the Canada Steel and Tinplate Company. If the by-law carries, it will authorize the council to borrow \$76,100, to be used for electric development purposes, and divided as follows: \$30,000 to the government for developing the water power; \$38,750 for electrical machinery; \$5,100 for transformers, and \$2,250 for land. The company's side of the agreement is to erect eight mills at a cost of \$300,000, to employ about 400 men, and to buy from the village the surplus electric power

(estimated at from 400 to 500 horsepower) at \$12.50 per horse-power.

The Collingwood Shipbuilding Company has within the past few months spent about \$50,000 in plant. Its foundry and machine shops are now nearly completed, so that the company is able to do all parts of its work on its own premises. It has just closed a contract for a five hundred horse-power compound Corliss engine for the Chatham flour mills. The dock and inner harbor are full of vessels undergoing repairs, steamers are now beginning to fit out for spring and the harbor presents a busy appearance. Mr. J. M. Hopkins has been chosen temporary president of the company and Thomas Long secretary-treasurer.

## COMPANIES INCORPORATED.

Detroit & Leamington Oil Co., of Arizona, granted power to do business in Ontario.

Canada Glue Co., Toronto, share capital \$100,000, purpose to manufacture glue and similar materials. The directors are: P. Kreismann, O. C. Butz, F. Rudolph, A. Wintermute, and C. C. Johnston, all of Chicago.

Northern Development Co., Limited, Montreal, share capital \$40,000, purpose to carry on mining and milling metals. The directors are: C. H. Archer, J. L. Perron, L. Beauchant, J. L. Perrault, and M. E. Braise, all of Montreal.

The E. Cavanagh Co., Limited, Montreal, share capital \$100,000, purpose to carry on a general hardware business. The directors are: V. A. Pilon, H. A. Pilon, W. J. Henderson, A. W. G. MacAllister, and A. C. Calder, all of Montreal.

Meaford Wheelbarrow Co., Limited, Meaford, share capital \$90,000, purpose to carry on the business of Jas. H. Cleland. The directors are: J. H. Cleland, J. Cleland, H. R. Cleland, and Wm. Butchart, of Meaford, and A. Gibb, of Montreal.

Canadian Fairbanks Co., Limited, Montreal, share capital \$500,000, purpose to acquire and carry on the business of the Fairbanks Co. The directors are: Henry J. Fuller, C. M. Redul, T. A. Pownall, C. A. Duclos, and E. J. Sarle, all of Montreal.

Peninsular Tool & Specialty Co., Windsor, share capital \$22,000, purpose to manufacture moulders' and masons' tools. The directors are: G. Thompson, W. Thompson, J. E. Wright, W. Wright, W. Misner, and G. W. Lane, all of Windsor, and C. C. Stewart, of Detroit.

Christie Bros. Co., Limited, Winnipeg, share capital \$60,000, purpose to deal in stoves, ranges and plumbers' supplies. The directors are: W. J. Christie, J. H. Christie, of Owen Sound; V. A. Harshaw, of Toronto; A. D. Christie, J. A. Christie, and J. E. Atkins, all of Winnipeg.

The J. T. Thompson Co., Limited, St. Catharines, share capital \$50,000, purpose to manufacture tinware, etc. The directors are: J. T. Thompson and J. Thompson, of Hamilton; W. B. Smith, of Port Rowan; H. W. Fairlee, of St. Davids, and A. A. Miller, of Toronto.



**The Hanover Portland Cement Co., Limited**  
**HANOVER, ONTARIO**  
 Manufacturers of the celebrated **"Saugeen Brand"**  
**OF PORTLAND CEMENT.**  
 Prices on application.

**STREET PAVING and SIDEWALKS a SPECIALTY**

**SILICA BARYTIC STONE CO.**  
**OF ONTARIO Limited**  
 Head Office:  
**Ingersoll, Ontario.**  
 Walter Mills, General Manager  
 Ask for quotations for  
 Septic Tanks.

**Will Hold Up a Shelf!**  
 That's what a shelf bracket is for.  
 For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.  
**ATLAS MFG. CO.,**  
 New Haven, Conn., U.S.A.

**"THE EMLYN" SAW BENCH**  
 Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—  
**CHARLES D. PHILLIPS,**  
 Cables— Emlyn Engineering Works  
 "Machinery," Newport. NEWPORT, MON., ENGLAND

**CONCRETE BLOCK MACHINES**  
**Concrete Cistern and Pipe Moulds.**  
 Estimates given on concrete work. Prepare for Spring.

**CONCRETE BLOCK MACHINE CO.**  
 32 Church St., - Toronto.

**Buy the Best.**



**HERCULES**  
**Sash Cord.**  
 Star Brand Cotton Rope  
 Star Brand Cotton Clothes Lines  
 Star Brand Cotton Twine

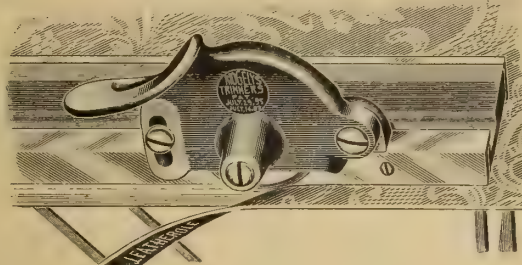
For Sale by all Wholesale Dealers.

**A PERMANENT and Handsome Roof.**



**Arrow Brand Asphalt Ready Roofing**  
 Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.  
**A. C. JENKING & CO, Solo Agents,**  
**Room 215 Coristine Building, - MONTREAL.**  
 Sole agents being appointed in each district. Write to-day.

## RIDGELY'S WALL PAPER TRIMMER



Cuts more paper in a day than can be done with shears in six.  
 We are selling hundreds of them to the trade in Canada and have been for years.  
 Try a small order. **We guarantee them.**

**THE RIDGELY TRIMMER CO.,**  
 Manufacturers,  
**Paper Hangers' Supplies,**  
**SPRINGFIELD, OHIO, U.S.A.**  
 Send for Catalogue.



Cut illustrating three

## SAFE LOCK SHINGLES

and showing how they lock together on all four sides.

They are the best and most popular shingle on the market and every roof put on sells others.

The "Safe Lock" is the shingle which makes it easy to control the roofing trade as it makes a perfect roof; never gives any trouble, and people want it.

We send samples by Express, and a traveller to help when required.

Have you our catalogue and price list?

**Metal Shingle & Siding Co., Limited**  
**Preston, Ont.**

**WESTERN AGENCY, Ellis & Grogan, Calgary.**  
**MANITOBA AGENCY, Clare & Brockest, Winnipeg.**  
**MONTREAL AGENCY, J. B. Dagenais, 953 St. James St.**



# Neglect of Nothing

And Studying Everything which tends towards Perfection has placed our goods among the Leaders Everywhere.

Ready Roofing, Sheathing and Black  Diamond Tarred Felts, Building Papers, Fibre and Manilla Wrappings, etc.

Ask for our quotations—they will interest you.

FELT FACTORY

Harbour and Logan Sts., MONTREAL

PAPER MILLS

JOLIETTE, QUE.

## ALEX. McARTHUR & CO., LIMITED

82 MCGILL STREET, - MONTREAL

### CURRENT MARKET QUOTATIONS.

March 17, 1905.  
These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

#### METALS.

**TIN.**  
Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$32 00 \$33 00

#### TIN PLATES.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley—  
I.C., usual sizes..... Per box.  
IX..... 8 00  
IX X..... 9 50  
Famous, equal to Bradley—  
I.C..... 6 75  
IX..... 8 25  
IX X..... 9 75

Raven and Vulture Grades—  
I.C., usual sizes..... 4 25  
IX..... 5 00  
IX X..... 5 75  
IX X X..... 6 50

"Dominion Crown Best"—Double  
Coated, Tissued—Per box.  
I.C..... 5 50  
IX..... 6 50  
IX X..... 7 50  
Allaway's Best—Standard Quality.  
I.C..... 4 50  
IX..... 5 50  
IX X..... 6 50

Coke Plates—Bright.  
Bessemer Steel—  
I.C., usual size, 14x20..... 3 50  
I.C., special sizes, base..... 3 75  
20x28..... 7 50

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets..... 7 50  
IX., Terne Tin..... 10 50

Charcoal Tin Boiler Plates.  
Cookley Grade—  
X X, 14x56, 50 sheet bxs. }  
" 14x60, " }  
" 14x65, " }..... 7 00

Tinned Sheets.  
72x30 up to 24 gauge..... 7 25 7 50  
" 26..... 7 75 8 00

#### IRON AND STEEL.

**Montreal Toronto.**  
Common bar, per 100 lb. 1 80 1 80  
Refined..... 2 20 2 05  
Horseshoe Iron..... 2 02  
Hoop steel, 1 1/2 to 3-in. base.....  
Sleigh shoe steel, "..... 1 90  
Tire steel..... 2 00  
T. Firth & Son's tool steel—  
Speedicut..... 0 60  
Annealed speedicut..... 0 55  
Self hardening..... 0 35  
Best tool steel..... 0 12  
Warranted..... 0 09  
Best sheet steel..... 0 12  
R. K. Morton & Co.—  
" Alpha " high speed..... 0 65  
" " annealed..... 0 70  
" M " Self-Hardening..... 0 50  
" T " Standard..... 0 14  
" B C..... 0 09  
" Jones & Colver's tool steel..... 0 10  
" " "Novo"..... 0 65  
" " annealed..... 0 70  
Chas. Leonard..... 0 08  
Crucible Steel Co.  
" Rex high speed steel..... 0 65  
" Self Hardening..... 0 45  
Crucible Special..... 0 17  
Crucible Silver steel..... 0 13  
" Black Diamond..... 0 15

Sanderson's Crucible steel..... 0 08 0 09  
Superior..... 0 12 0 13

#### BRASS METAL.

Syracuse Smelting Works:  
Aluminum, genuine..... 0 45  
Government, "..... 0 44  
Tough, "..... 0 40  
Hard, "..... 0 40  
Dynamo..... 0 30  
Special..... 0 25  
Manganese..... 0 18  
Car Box..... 0 17  
Extra..... 0 13  
No. 1..... 0 10  
No. 2..... 0 07  
No. 3..... 0 05  
Large orders subject to discounts.

The Canada Metal Co.:  
Imperial, genuine..... 0 40  
Metallic..... 0 30  
Hercules..... 0 20  
Star..... 0 15  
No. 1..... 0 12  
No. 2..... 0 10  
No. 3..... 0 06  
No. 4..... 0 05

#### BLACK SHEETS.

**Montreal Toronto**  
10 gauge..... 2 30 2 30  
12 and 14 gauge..... 2 25 2 35  
17..... 2 20 2 40  
22 to 24 gauge..... 2 05 2 50  
26..... 2 10 2 65  
28..... 2 15 2 70

#### COPPER WIRE.

Discount, 50 per cent.  
**CANADA PLATES.**  
Ordinary..... 2 50  
All bright..... 4 00  
Galvanized Canada Plates—

Ordinary. Dom. Crown.  
18x24x52..... 4 25 4 35  
" 60..... 4 50 4 60  
20x28x80..... 8 50 8 70  
" 94..... 9 00 9 20

#### GALVANIZED SHEETS.

**Fleur-de-Lis. Gordon Crown.**  
16 gauge..... 3 40  
18 to 24 gauge..... 3 50 3 50  
26..... 3 75 3 75  
28..... 4 00 4 00  
**Comet Queen's J.C.M. 3**  
Bell Head Crowns  
18 to 24 gauge..... 3 55 3 55  
26..... 3 70 3 70  
28..... 4 05 4 00 3 70

American brands, \$4.00 for 10 1/2 oz.  
Less than case lots 10 to 15c. extra.

#### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00  
" 5-16 "..... 5 60  
" 7-16 "..... 3 85  
" 9-16 "..... 3 70  
" 11-16 "..... 3 55  
" 13-16 "..... 3 45  
" 15-16 "..... 3 35  
" 17-16 "..... 3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties..... 40 p.c.  
Tie out chains..... 65 p.c.  
Stall fixtures..... 35 p.c.  
Trace chain..... 45 p.c.  
Jack chain, iron, single and double, discount 35 p.c.  
Jack chain, brass, single and double, discount 40 p.c.

#### COPPER.

Ingot. Per 100 lb.  
Casting, car lots..... 16 50  
Bars.  
Cut lengths, round, 1/2 to 1 in. 21 00 23 00  
" round and square, 1 to 2 inches. 21 23 00  
Sheet.  
Plain, 16 oz., 14x48 and 14x60..... 21 00  
Plain, 14 oz..... 22 00

Tinned copper sheet..... 24 00  
Planished..... 32 00  
Braziers (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. 0 22  
" 35 to 45 " " " 0 21  
" 50-lb. and above " " " 0 20

#### BOILER AND T.K. PITTS.

Plain tinned..... 40 per cent. off list.  
Spun.....

**BRASS.**  
Rod and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4..... 0 23  
Tubing, base, per lb. 0 23 1/2

**ZINC SPelter.**  
Foreign, per 100 lb. 7 00  
Domestic " 5 50 5 75

**ZINC SHEET.**  
5-cwt. casks..... 7 25  
Part casks..... 7 75

**LEAD.**  
Imported Pig, per 100 lb. 3 50 3 60  
Bar..... 4 80  
Sheets, 2 1/2 lb. sq. ft., by roll..... 0 06 1/2  
Sheets, 3 to 6 lb. " " " 0 06

NOTE.—Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

**ANTIMONY.**  
Cookson's..... per lb. 0 9 1/2

#### SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 15 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

#### PLUMBING GOODS.

**BATH TUBS.**  
Zinc..... 6 00  
Copper, discount 20 per cent. off revised list.

#### BATHS.

Standard Ideal Enameled.  
5-ft. 2 1/2 in. rolled rim, 1st quality..... 21 25  
5 1/2 " " 2nd "..... 17 25  
5 3/4 " " 1st "..... 23 61  
5 3/4 " " 2nd "..... 19 00  
5 1/2 " " 1st "..... 18 40  
5 " " 2nd "..... 15 80  
5 3 " " 1st "..... 20 75  
5 " " 2nd "..... 17 25  
Plate 116 D, lavatories 1st quality..... 8 90  
" 116 D, " 2nd "..... 7 50  
" 118 D, " 1st "..... 9 00  
" 118 D, " 2nd "..... 4 80  
" 120 D, " 1st "..... 5 60  
" 120 D, " 2nd "..... 4 70  
" 122 D, " 1st "..... 5 40  
" 122 D, " 2nd "..... 4 50  
Sinks 18 x 30 in flat rim, A quality..... 2 75  
" " " B "..... 2 50

#### CLOSETS.

Fittings..... 1 00  
Plain Simplex Syphon Jet..... 9 00  
Emb..... 9 50  
Fittings..... 1 25  
Low Down Elgin or Feutonic, plain..... 6 00  
Low " emb..... 6 50  
Connection..... 1 25  
Plain Richelieu..... 4 25  
Emb..... 4 50  
Connections..... 1 25  
Basins, P.O., 14-in..... 0 63  
Basins, oval, 17 x 14-in..... 1 50  
Basins, " 19 x 15-in..... 2 00

#### IRON PIPE.

Black pipe—  
1 inch..... Per 100 feet.  
1 1/2 "..... 2 75  
2 "..... 2 04  
2 1/2 "..... 2 06  
3 "..... 2 30  
3 1/2 "..... 2 18  
4 "..... 2 82  
4 1/2 "..... 5 62  
5 "..... 6 75  
6 "..... 9 00

Galvanized pipe—  
1 inch..... 2 86  
1 1/2 "..... 3 14  
2 "..... 4 02  
2 1/2 "..... 5 77  
3 "..... 7 88  
3 1/2 "..... 9 45  
4 "..... 12 60

Malleable Fittings—Canadian discount 35 per cent. American discount 20 to 25 per cent.

Cast Iron Fittings—Standard bushings 5/8 and 10 and 10 per cent.; headers, 60; flanged unions and lipped, 60 and 5; malleable bushings, 65; nipples, up to 6 in., 75.

#### PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 80 p.c.  
Cushion work, discount 50 per cent.  
Fuller work, discount 65 per cent.  
6 dozen lots and over of the above, extra discount 10 per cent.  
Lever handle Stops and Waste, discount 55 per cent. With in lots of 2 dozen and over an extra discount of 10 per cent.  
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.  
Standard Globe, Angle and Check Valves, discount 65 per cent.  
Kerr's special standard globes and angles, discount 55 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.  
Kerr's standard brass checks, discount 55 p.c.  
Kerr's standard brass disc steam radiator valves, discount 65 per cent.

Kerr's Jenkin disc, copper-alloy disc radiator valves, discount 65 per cent.  
Kerr's quick-opening hot-water radiator valves, discount 65 per cent.  
Weber's (Kerr) patent straightway gate valves, brass, discount 50 per cent.  
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 60 and 10 per cent.  
J. M. T. Radiator Valves discount 55 per cent.  
Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 and 10 per cent.

No. 1 compression bath cock..... net 1 75  
No. 4..... " 1 90  
No. 7 Fuller's..... " 2 20  
No. 4 1/2..... " 2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., \$31; 5 and 10 per cent. discount.

Patent Compression Cushion, bath cock, No. 2208..... 2 25  
Square head brass cocks, discount 55 per cent. iron..... 60 1/2

Thompson Smoke-test Machine \$25.00

#### RANGE BOILERS.

Copper, 30 gallon..... 22 00  
" 35..... 24 00  
" 40..... 28 00  
Discount off copper boilers 15 per cent.

#### GALVANIZED IRON RANGE BOILERS.

Capacity. Standard. Extra heavy  
Gals.  
12..... 4 50 6 50  
18..... 4 75 6 75  
24..... 4 75 6 75  
30..... 5 00 7 50  
35..... 6 00 8 50  
40..... 7 00 9 50  
52..... 11 00 14 00  
55..... 18 00 20 00  
82..... 21 00 24 00  
100..... 29 00 34 00  
120..... 34 00 40 00  
1..... 00 55 00



# American Steel & Wire Co.

**New York**  
Empire Building

**Montreal**  
N. Y. Life Building

**Chicago**  
The Rookery

## BARBED WIRE CALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

### SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

**SOLDER.** Per lb  
Bar, half-and-half, guaranteed .... 0 17½  
Wiping..... 0 15½  
Refined..... 0 16½

### PAINTS AND OILS.

#### COLORS IN OIL.

1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 06  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

**WHITE LEAD.** Per 100 lb.  
Pure..... 4 60  
No. 1 ..... 4 35  
No. 2 ..... 4 30  
No. 3 ..... 3 37½  
No. 4 ..... 3 35  
Munro's Select Flake White..... 4 75  
Elephant and Decorators' Pure..... 4 75  
Monarch ..... 5 00  
Decorators' Pure ..... 4 75  
Essex Genuine ..... 4 25  
Sterling Pure ..... 5 00  
Island City Pure ..... 5 00  
Ramsay's Pure Lead ..... 4 75  
Ramsay's Exterior ..... 4 50

**RED LEAD.**  
Genuine, 560 lb. casks, per cwt. .... \$4 50  
Genuine, 100 lb. kegs, ..... 4 75  
No. 1, 560 lb. casks, per cwt. .... 4 00  
No. 1, 100 lb. kegs, per cwt. .... 4 75

**WHITE ZINC.**  
Extra Red Seal ..... 0 06  
French V. M. .... 0 06½  
Lehigh ..... 0 06  
Pure..... 0 07½  
No. 1 ..... 0 08½  
No. 2 ..... 0 05½

**DRY WHITE LEAD.**  
Pure, casks ..... 4 50  
Pure, kegs ..... 4 75  
No. 1, casks ..... 4 00  
No. 1, kegs ..... 4 25

**PREPARED PAINTS.**  
In ½, ¼ and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Earn (in bbls.), ..... 0 60  
The Sherwin-Williams paints ..... 1 35  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
"Globe" barn ..... 60  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
"Thistle" ..... 1 00  
"Outside, bbls. 0 55  
Island City House Paint ..... 1 25  
Floor ..... 1 25  
Sterling House Paint ..... 1 20  
Floor ..... 1 10  
Stewart & Wood's pure ..... 1 20  
National ..... 1 05

**PARIS GREEN.**  
Petroleum, barrels, per lb. .... 0 13½  
Arsenic, kegs ..... 0 13½  
50 and 100-lb. drums ..... 0 14  
25-lb. drums ..... 0 14½  
1-lb. paper boxes ..... 0 15  
½-lb. paper boxes ..... 0 17  
Terms—2 per cent. off 30 days, or 90 days net.

### PUTTY.

Bulk in bbls. .... 1 50  
Bulk in less quantity ..... 1 80  
Bladders in bbls. .... 1 65  
Bladders in kegs, boxes or loose ..... 1 90  
25-lb. tins. .... 1 80  
12½ lb. tins. .... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

### VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
" rubbing ..... 2 85 3 20  
Gold size, Japan ..... 1 50 1 60  
No. 1 brown Japan ..... 0 85 0 90  
Elastic oak ..... 1 50  
Furniture, extra ..... 1 10 1 25  
" No. 1 ..... 0 90 1 00  
Hard oil finish ..... 1 35 1 50  
Light oil finish ..... 1 60 1 70  
Damar ..... 1 75 2 00  
Shellac, white ..... 2 40 2 50  
orange ..... 2 30 2 40  
Turpentine, brown Japan ..... 1 10 1 20  
" black Japan ..... 1 10 1 20  
" No. 1 ..... 0 85 0 90  
Elastilite varnish, 1 gal. can, each... 2 00  
Granitine floor finish, per gal ..... 2 75  
Maple Leaf coach enamels; size 1, \$1.20; size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., \$2.50.

### GLUE.

Common ..... 0 08 0 08½  
French medal ..... 0 10 0 14  
White, extra ..... 0 18 0 22  
Gelatine .....  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner .....  
Ground ..... 0 12 0 16  
Cologne, genuine .....  
GLUE.

### HARDWARE.

#### AMMUNITION.

Cartridges.  
B. B. Caps Dominion, 50 and 5 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, American, wdd 20 per cent. to list. B. B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American  
10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Braas Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.75  
Wads, per lb.  
Best thick brown or grey felt wads, in ½-lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M.  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 65  
5 and 6 " ..... 1 90

### ADZES.

Discount 22½ per cent.

**ANVILS.**  
Wright's, 80-lb. and over ..... 0 10½  
Hay Budden, 80-lb. and over ..... 0 09½  
Brook's, 80-lb. and over ..... 0 11½

**APPLE PARERS.**  
Woodyatt Hudson, per doz., net ..... 4 50

**AUGERS.**  
Gilmour's, discount 60 per cent. off list.

**AXES.**  
Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, ..... 10 00 18 00  
Bench Axes, 40 per cent. ....  
Broad Axes, 25 per cent. ....  
Hunters' Axes ..... 5 50 6 00  
Boys' Axes ..... 6 25 7 00  
Splitting Axes ..... 7 00 12 00  
Handled Axes ..... 10 00

**AMERICAN AXE AND TOOL CO.**  
Red Ridge, boys', handled. .... 5 75  
" hunters' ..... 5 25  
Underhill American Bench Axes, 40 p.c.

**AXLE GREASE.**  
Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

**BELLS.**  
Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

**Cow.**  
American make, discount 63½ per cent.  
Canadian, discount 45 and 50 per cent.

**Door.**  
Gongs, Sargent's ..... 5 50 8 00  
" Peterboro', discount 50 and 10 per cent. off new list.

**Farm.**  
American, each ..... 1 35 3 00

**House.**  
American, per lb. .... 0 35 0 40

**BELTING.**  
Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per cent.

**Agricultural, not wider than 4 in., 75 per cent.**

**Auger.**  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

**Car.**  
Gilmour's, 47½ per cent.  
Expansive.

**Gimlet.**  
Clark's, per doz ..... 0 65 0 90  
Diamond, Shell, per doz. .... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

**BLIND AND BED STAPLES.**  
All sizes, per lb. .... 0 07½ 0 12

**BOLTS AND NUTS.**  
Carriage Bolts, common (\$1 list) Per cent.  
" 3-16 and ½ ..... 60 and 10  
" 5-16 and ¾ ..... 55 and 5  
" 7-16 and up ..... 55 and 5  
" full sq. (\$2.40 list) 60  
" Norway Iron (\$3 list) 60

**Machine Bolts, all sizes, ½ and less**  
Machine Bolts, 7-16 and up ..... 60  
Plough Bolts ..... 55 and 5  
Blank Bolts ..... 55 and 5  
Bolt Ends ..... 55 and 5

**Sleigh Shoe Bolts.** 70  
Coach Screws, cone point ..... 70  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb. 5½ to 6c.

**BOOT CALKS.**  
Small and medium, ball ..... per M. 4 25  
Small heel ..... 4 50

**BRIGHT WIRE GOODS.**  
Discount 62½ per cent.

**BUTCHERS' CLEAVERS.**  
German ..... per doz. 6 00  
American ..... 12 00 13½00

**BUTCHER KNIVES.**  
Bailey's ..... per doz. 0 60 6 30

### BUILDING PAPER, ETC

Tarred Felt, per 100 lb. .... 1 85  
Ready roofing, 2-ply, not under 45 lb. per roll ..... 0 90  
Ready roofing, 3-ply, not under 65 lb., per roll ..... 1 15  
Carpet Felt ..... per ton 45 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Sheathing ..... per roll, 400 sq. ft. Tar ..... 400  
Dry Fibre ..... 400  
Tarred Fibre ..... 400  
O. K. & I. X. L. .... 400  
Resin-sized ..... 400  
Oiled Sheathing ..... 600  
Oiled ..... 400  
Roof Coating, in barrels, ... per gal. Roof " small packages  
Refined Tar ..... per barrel  
Coal Tar .....  
Coal Tar, less than barrels, ... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 0 8  
Slater's felt ..... per roll 0 00

### BULL RINGS.

Copper, \$1.30 for 2½-inch, and \$1.70 for 1 in

### BUTTS.

Wrought Brass, net revised list.  
Cast Iron.  
Loose Pin, discount 60 per cent

### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

### CARPET STRETCHERS.

American ..... per doz. 1 00 1 50  
Bullard's ..... 6 50

### CASTORS.

Bed, new list, discount 55 to 57½ per cent.  
Plate, discount 52½ to 57½ per cent.

### CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50 8 50

### CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 60 0 65  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

### CHISELS.

Socket, Framing and Firmer.  
Broad's, discount 70 and 5 per cent.  
Warnock's, discount 70 per cent.  
F. S. & W. Extra, discount 60 and 10 per cent.

### FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz \$4 00  
" " 25c. pkgs., " 2 00  
" " 10c. " 75  
" " 25-lb. pall, each 1 80  
Poultry Foods, 25c. packages, ..... 1 25  
Cough Powders, per doz. .... 1 25  
Worm " ..... 1 25  
International 1 Stock Foods, \$1 packages, per doz. .... 8 00  
International Stock Foods, per pall ..... 2 25  
" per bbl. .... 10 50  
" Poultry " \$1 pkgs. per doz 8 00  
" Worm Powders, 50c. pkgs. 4 00  
" Pine Healing Oil, per doz ..... 8 00  
" Pheno-Chloro, \$1 pkgs., per doz 8 00  
" Hoof Ointment ..... 8 00  
" Compound Absorbent ..... 16 00  
Also 25c. pkgs. at \$2 per doz. 50c. pkgs. 4 per doz

### CLOTHES REELS.

Davis Clothes Reels, dia. 40 per cent



# Paterson's Wire Edged Ready Roofing

Fire-proof and Sanitary :  
Easy to put on :  
Hard to wear out :  
Don't cost much.

You have hundreds of Customers who require that kind of Roofing Material.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

### CONDUCTOR PIPE.

Plain or Corrugated.

2-inch .....	per 100 feet	3 00
3 " .....	" "	4 00
4 " .....	" "	5 25
5 " .....	" "	6 75
6 " .....	" "	9 00

### CRADLES, GRAIN.

Canadian, discount 20 to 25 per cent.

### CROSSCUT SAW HANDLES.

S. & D., No. 3 .....	per pair	0 15
S. & D., " 5 .....	" "	0 22½
S. & D., " 6 .....	" "	0 15
Boynton pattern .....	" "	0 20

### DOOR SPRINGS.

Torrey's Rod .....	per doz.	1 75
Coil, 9 to 11 in. ....	" "	1 65
English .....	" "	2 00

### DRAW KNIVES.

Oosh and Wagon, discount 50 per cent.  
Carpenters' discount 70 per cent.

### DRILLS.

Hand and Breast.

Miller's Falls, per doz., net list.

### DRILL BITS.

Morse, discount 37½ to 40 per cent.  
Standard, discount 50 and 5 to 55 per cent.

### FAUCETS.

Common, cork-lined, discount 35 per cent.

### EAVETROUGHS.

10-inch ..... per 100 ft. | 10 00 |

### ELBOWS (stovepipe.)

5 and 6-inch, common .....	per doz.	1 20
7-inch .....	" "	1 35
Polished, 15c. per dozen extra.		

### ESCUTCHEONS.

Discount 50 and 10 per cent., new list

### ESCUTCHEON PINS.

Iron, discount 40 per cent.

### FACTORY MILK CANS.

Discount off revised list, 40 per cent.

### FILES AND RASPS.

Great Western .....	70 and 10	per cent.
Arcade .....	70 " 10	" "
Kearney & Foot .....	70 " 10	" "
Disston's .....	70 " 10	" "
American .....	70 " 10	" "
J. Barton Smith .....	70 " 10	" "
McClellan .....	70 " 10	" "
Eagle .....	70 " 10	" "
Nicholson, 60 and 10 to 60, 10 and 5	" "	" "
Royal .....	80	" "
Globe .....	70 to 75	" "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		
Jowitt's, English list, 25 to 27½ per cent.		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50		

### GLASS.

Window. Box Price.

Size United Inches.	Per 50 ft.	Per 100 ft.	D. Diamond Per 50 ft.	Per 100 ft.
Under 26 .....	3 80	5 06		
26 to 40 .....	4 00	5 44		
41 to 50 .....	4 50	6 56		
51 to 60 .....	4 75	7 50		
61 to 70 .....	5 00	8 62		
71 to 80 .....	5 30	9 38		
81 to 85 .....		10 75		
86 to 90 .....		12 30		
91 to 95 .....		15 00		
96 to 100 .....		19 00		
96 to 100 .....		18 00		

### GAUGES.

Marking, Mortise, Etc.

Stanley's, discount 50 to 55 per cent.

### Wire Gauges.

Winn's, Nos. 26 to 33 ..... each | 1 65 | 2 40 |

GILLET'S POWDERED LYE.  
1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.

### HALTERS.

Rope, 3-inch .....	per gross	9 00
Rope, " .....	" "	12 00
Rope, 1 to 1-inch .....	" "	14 00
Leather, 1-inch .....	per doz.	4 00
Leather, 1½ " .....	" "	5 20
Web .....	" "	2 45

### HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

### Tack.

Magnetic ..... per doz. | 1 10 | 1 20 |

### Sledge.

Canadian ..... per lb. | 0 07 | 0 08½ |

### Ball Pean.

English and Canadian, per lb. .... 24 | 3 25 |

### HANDLES.

Axe, 2nd growth, per doz. net .... 3 00 | 4 00 |

Store door ..... per doz. | 1 00 | 1 50 |

### Fork.

C. & B., discount 40 per cent., revised list.

### Hoe.

C. & B., discount 40 per cent., revised list.

### Saw.

American ..... per doz. | 1 00 | 1 25 |

### Plane.

American ..... per gross | 3 15 | 3 75 |

### Hammer and Hatchet.

Canadian, discount 40 per cent.

### HANGERS.

Steel barn door ..... doz. pairs. | 8 00 | 10 00 |

Stearns, 4-inch ..... " " | 4 50 |  |

" 5-inch ..... " " | 6 00 |  |

Zenith ..... " " | 9 00 |  |

Lane's covered—

No. 11, 5-foot run ..... " " | 8 40 |  |

No. 11½, 10-foot run ..... " " | 10 80 |  |

No. 12, 10-foot run ..... " " | 12 60 |  |

No. 14, 15-foot run ..... " " | 21 00 |  |

Steel, covered ..... " " | 4 00 | 11 00 |

" track, 1 x 3-16 in (100 ft) ..... " " | 3 75 |  |

" 1½ x 3-16 in (100 ft) ..... " " | 4 75 |  |

### HARVEST TOOLS.

Discount 60 per cent.

S. & D. lawn rakes, Dunn's, 40 off.

" sidewalk and stable scrapers, 40 off.

" Maple Leaf and Premiums saw sets, 40 off.

" saw swages, 40 off.

### HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz. .... 4 40 |  |

" 2, ..... 4 85 |  |

Barrel, Underhill ..... 5 00 |  |

### HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

### HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb. .... 0 06½ |  |

" 5-in., " ..... 0 06½ |  |

" 6-in., " ..... 0 06 |  |

" 8-in., " ..... 0 05½ |  |

" 10-in., " ..... 0 05½ |  |

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

6 to 10 in. .... per 100 lb. | 4 50 |  |

12 in. up ..... " " | 3 25 |  |

Spring, No. 20, per gro. pairs ..... 10 80 |  |

Spring, Woodyatt pattern, per gro. No. 5, \$17.50; No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.

### HOES.

Garden, Mortar, etc., discount 60 per cent.

Plaster, ..... per doz. | 4 00 | 4 50 |

### HOLLOW WARE.

Tinned case, 35 per cent.

### HOOES.

Cast Iron.

Bird cage .....	per doz.	0 50	1 10
Clothes line, No. 61 .....	" "	0 00	0 70
Harness .....	" "	0 60	12 00
Hat and coat .....	per gro.	1 10	10 00
Chandelier .....	per doz.	0 50	1 00

### Wrought Iron.

Wrought hooks and staples ..... Canadian discount | 60 per cent. |

### Wire.

Hat and coat, discount 60 per cent.

Belt ..... per 1,000 | 0 60 |

Screw, bright, discount 62½ per cent.

### HORSE NAILS.

"P.B." Brand, 55 to 60 per cent.

"C" brand, 40, 10 and 7½ per cent. off list { Oval

"M" brand, 55, per cent. { head

"Monarch," 50 and 7½ per cent.

"Peerless" 50 per cent. dis.

### HORSESHOES.

F.O.B. Montreal

"P.B." brand, new pattern, base ..... \$3 50 |  |

"M." brand, base ..... 3 65 |  |

Add 15c. Toronto, Hamilton, Guelph.

### JAPANNED WARE.

50 per cent.

### PICKS.

Star ..... per doz. | 3 00 | 3 25 |

### KETTLES.

Brass spun 7½ per cent. discount off new list.

Copper ..... per lb. | 0 30 | 0 50 |

American, 60 and 10 to 65 and 5 per cent.

### KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.

Cabinet trunk and padlock ..... per gross | 0 60 |  |

American ..... " " | 0 60 |  |

### KNOBS.

Door, japanned and N.P., per

doz. .... 1 50 | 2 50 |

Bronze, Berlin ..... per doz. | 2 75 | 3 25 |

Bronze, Genuine ..... " " | 6 00 | 9 00 |

Shutter, porcelain, F. & L.

screw ..... per gross | 1 30 | 2 00 |

White door knobs ..... per doz. | 2 00 |  |

### HAY KNIVES.

Net prices.

### LAMP WICKS.

Discount, 60 per cent.

### LADDERS, EXTENSION.

Wagoner Extension Ladders, dis. 40 per cent.

### LANTERNS.

Cold Blast ..... per doz. | 4 50 |  |

No. 3, "Wright's" ..... " " | 8 50 |  |

Ordinary, with O burner. .... " " | 4 00 |  |

Dashboard, cold blast ..... " " | 9 00 |  |

No. 0 ..... " " | 5 75 |  |

Japanning, 50c. per doz. extra.

### LEMON SQUEEZERS.

Porcelain lined ..... per doz. | 2 20 | 5 60 |

Galvanized ..... " " | 1 87 | 3 85 |

King, wood ..... " " | 2 75 | 2 90 |

King, glass ..... " " | 4 00 | 4 50 |

All glass ..... " " | 0 50 | 0 90 |

### LAWN MOWERS FOR 1905.

Woodyatt, 10½-in., 14-in. cut \$ 8 50 to \$11 00

Star, 9-in. .... 6 00 | to 6 50 |

Daisy, 8-in. .... 5 25 | to 5 75 |

Philadelphia, 7½-in. .... 6 00 | to 7 50 |

Woodyatt, 10½-in., ball bearing 13 25 to 18 00

Grass Boxes ..... 1 75 | to 2 00 |

King Edw'd, 12-in., 14-in. cut 9 00 to 10 00

Horse Lawn Mowers, "Special."

Discount, 50 per cent., with freight concessions in quantity shipments.

### Maxwell & Sons:

10½-in. high wheel ..... 7 50 | 10 00 |

3-in. .... 5 50 | 6 25 |

8-in. .... 4 00 | 4 50 |

Discount 50 per cent.

### LOOKS.

Canadian, 50 to 50 and 10 per cent

Russell & Erwin, steel rim ..... per doz. | 2 25 |  |

### Cabinet.

Eagle, discount 30 per cent.

### Padlocks.

English and Am. .... per doz. | 0 50 | 6 00 |

Eagle, discount 20 to 25 per cent.

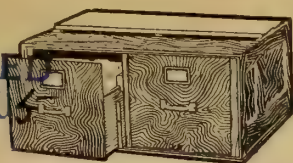
### MACHINE SCREWS.

Flat head, discount 25 per cent.

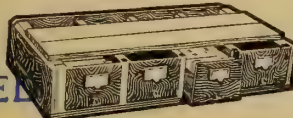
Round head, discount 20 per cent.

### MALETS.



RETURNED  
PR 14 1905

No. 60—Vertical Filing Unit, the XX Century Filing Method.

RETURNED  
PR 14 1905

No. 32—6 x 4 Card Unit, for stock keeping.

## THE EXPANSIBILITY OF OUR SECTIONAL IDEA

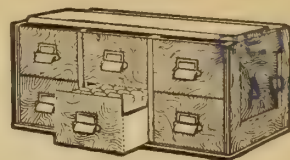
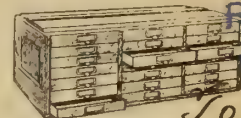
We want every reader of THE HARDWARE AND METAL to become acquainted with our Sectional Idea. Every section is interchangeable; as your business expands add more sections, they all fit. Used by all leading business houses in America. Why don't you use it? May we send you our catalogue? It will pay you. Full line of business furniture of all kinds in stock.

### The Office Specialty Mfg. Co.,

97-105 Wellington W., near York, Limited  
TORONTO.

Factories: NEWMARKET.

Branches: MONTREAL, HALIFAX, QUEBEC, OTTAWA and WINNIPEG.

No. 40—6-Dr. Commercial Report  
No business can be run successfully without it.

No. 50—Legal Blanks, an office necessity.

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PR 14 1905To Owner  
Cur Book  
Page

## PLANE IRONS.

English ..... per doz. 2 00 5 00

## PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.  
Button's imitation ..... per doz. 5 00 9 00  
German ..... 0 60 0 60

## PRESSED SPIKES.

Discount 20 per cent.

## PULLEYS.

Hothouse ..... per doz. 0 55 1 00  
Axe ..... 0 22 0 33  
Screw ..... 0 22 1 00  
Awning ..... 0 35 2 50

## PUMPS.

Canadian cistern ..... 1 80 3 60  
Canadian pitcher spout ..... 1 40 2 10

## PUNCHES.

Saddlers ..... per doz. 1 00 1 85  
Conductor's ..... 3 00 15 00  
Finners, solid ..... per set 0 72  
" hollow ..... per inch 1 00

## RAKES.

Wood ..... per doz. net 1 20 up.

## RAZORS.

Elliot's ..... per doz. 4 00 18 00  
Geo. Butler's & Co.'s ..... 4 00 18 00  
Boker's ..... 7 50 11 00  
" King Cutter ..... 13 50 18 50  
Wade & Butcher's ..... 3 60 10 00  
Carbo Magnetic ..... 15 00  
Griffon Barber's Favorite ..... 10 75  
Griffon No. 65 ..... 13 00  
Griffon Safety Razors ..... 13 50  
Griffon Stropping Machines ..... 13 50  
Lewis Bros "Klean Kutter" ..... 8 50 10 50  
Orgatoom's Swedish ..... 10 50 14 00  
Henckels ..... 7 50 20 00  
Claus, 50 and 10 per cent.  
Claus Strops, 50 and 10 per cent.

## REGISTERS.

Discount 40 per cent.

## RIVETS AND BURRS.

## New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.  
Iron Burrs, discount 60 and 10 and 10 p.c.  
Copper Rivets, with usual proportion burrs, 45 per cent.  
Copper Burrs only, discount 30 and 10 per cent.  
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

## RIVET SETS.

Canadian, discount 35 to 37½ per cent.

## ROPE, ETC.

Sisal ..... 0 11  
Pure Manila ..... 0 14½  
" British " Manila ..... 0 11  
Cotton, 3-16 inch and larger ..... 0 21 0 23  
" 5-32 inch ..... 0 25 0 27  
" ¼ inch ..... 0 25 0 28  
Russia Deep Sea ..... 0 16  
Jute ..... 0 09  
Lath Yarn, single ..... 0 10  
" double ..... 0 10½  
Sisal bed cord, 48 feet ..... per doz. 0 65  
" 60 feet ..... 0 80  
" 72 feet ..... 0 95

## RULES.

Boxwood, discount 70 per cent.  
Ivory, discount 20 to 25 per cent.

## SAD IRONS.

Mrs. Potts, No. 55, polished ..... per set 0 75  
" No. 50, nickel-plated, " ..... 0 80  
Common, plain ..... 4 50  
" plated ..... 5 50

## SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent  
Emery, discount 40 per cent.  
Barnet (Hutton's) 5 to 10 per cent. advance on list

## SAP SPOUTS.

Bronzed iron with hooks ..... per 1,000 7 50  
" Eureka " tinned steel, hooks " ..... 8 00

## SAWS.

Hand, Disston's, discount 12½ per cent  
S. & D., discount 40 per cent.  
Crosscut, Disston's ..... per foot 0 35 0 55

S. &amp; D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete ..... each 0 75 2 75

" frame only ..... each 0 50 1 25

S. &amp; D. solid tooth circular shingle, concave

and band, discount 50 per cent.

" mill and ice, drag, discount 30 per cent

cross-cut, discount 35 per cent.

" hand saws, butcher, disc't 40 per cent

compass, pruning and back, discount

45 per cent.

" buck, New Century ..... \$6 25

" No. 1 Maple Leaf ..... 5 25

" Happy Medium ..... 4 25

" Watch Spring ..... 4 25

" common frame ..... 4 00

## SASH WEIGHTS.

Sectional ..... per 100 lb. 2 00 2 25

Solid ..... 1 50 1 75

## SASH CORD.

Per lb. .... 0 28 0 30

## SAW SETS.

Lincoln and Whiting ..... 4 75

Hand Sets, Perfect ..... 4 00

X-Cut Sets, ..... 7 50

## SCALES.

Gurney Standard, 40 per cent.

Gurney Champion, 50 per cent.

Burrow, Stewart &amp; Milne—

Imperial Standard, discount 40 per cent.

Weigh Beams, discount 35 per cent.

Champion Scales, discount 50 per cent.

Fairbanks standard, discount 35 per cent.

" Dominion, discount 55 per cent.

" Richelieu, discount 55 per cent.

Warren's new Standard, discount 40 per cent.

" Champion, discount 50 per cent.

" Weighbeams, discount 35 per cent.

## SCREW DRIVERS.

Sargent's ..... per doz. 0 65 1 00

## SCREEN DOORS.

Common doors, 2 or 3 panel, walnut

stained, 4-in. style ..... per doz. 6 50

Common doors, 2 or 3 panel, yellow and

green stained, 4-in. style ..... per doz. 6 75

Common doors, 2 or 3 panel, in natural

colors, oil finish ..... per doz. 8 75

3-in. style 20c. per dozen less.

## SCREWS.

Wood, F. H., bright and steel, discount 87½

per cent.

Wood, R. H., bright, dis. 82½ per cent.

" F. H., brass, dis. 80 per cent.

" R. H., " dis. 75 per cent.

" F. H., bronze, dis. 75 per cent.

" R. H., " dis. 70 per cent.

Drive Screws, dia. 87½ per cent.

Bench, wood ..... per doz. 3 25 4 00

" iron ..... 4 25 5 00

Set, case hardened, dia. 60 per cent.

Square Cap, dia. 50 and 5 per cent.

Hexagon Cap, dia. 45 per cent.

## SCYTHES.

Per doz. net ..... 6 00 9 00

## SCYTHE SNATHS.

Canadian, discount 40 per cent.

## SHEARS.

Claus, nickel, discount 80 per cent.

Claus, Japan, discount 67½ per cent.

Claus, tailors, discount 40 per cent.

Seymour's, discount 50 and 10 per cent.

## SHOVELS AND SPADES.

Canadian, discount 45 per cent.

## SINKS.

Cast iron, 16 x 24 ..... 0 85

" 18 x 30 ..... 1 00

" 18 x 36 ..... 1 40

## SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews ..... 4 50 11 50

## SOLDERING IRONS.

1, 1½-lb. .... per lb. 0 37

2-lb. or over ..... 0 34

## SQUARES.

Iron, No. 492 ..... per doz. 1 90 2 25

" No. 493 ..... 2 40 2 55

" No. 494 ..... 3 25 3 50

Steel, discount 60 and 5 to 65 per cent.

Try and Bevel, di to 52½ per cent.

## STAMPED WARE.

Plain, discount 75 and 12½ per cent. off re-

vised list.

Retained, discount 75 per cent. off revised list

## STAPLES.

Galvanized ..... 3 00

Plain ..... 2 80

Coopers, discount 45 per cent.

Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

## STONE.

Washita ..... per lb. 0 28 0 60

Hindostan ..... 0 06 0 07

Labrador slip ..... 0 09 0 09

" Axe ..... 0 13

" Turkey ..... 0 15

" Arkansas ..... 0 50

" Water-of-Ayr ..... 1 50

" Scythe ..... 0 10

" Grind, 40 to 200 lb., per ton ..... 3 50 5 00

" under 40 lb. .... 25 00

" 200 lb. and over ..... 28 00

" 5 and 6 inch, per 100 lengths ..... 31 00

7 inch ..... 7 50

## TACKS, BRAPS, ETC.

Carpet tacks, blue ..... 80 and 45

" " tinned ..... 80 and 20

" " (in kegs) ..... 40

Cut tacks, blue, in dozens only ..... 80

" ½ weights ..... 60

Swedes cut tacks, blue and tinned—

In bulk ..... 80 and 10

In dozens ..... 75

Swedes, upholsterers', bulk ..... 85, 12½ and 12½

brush, blue and tinned

bulk ..... 70

Swedes, gimps, blue, tinned and

japanned ..... 75 and 12½

Zinc tacks ..... 35

Leather carpet tacks ..... 55

Copper tacks ..... 50

Copper nails ..... 52½

Trunk nails, black ..... 65 and 5

Trunk nails, tinned ..... 65 and 10

Clout nails, blue ..... 65 and 5

Chair nails ..... 35

Patent brads ..... 40

Fine finishing ..... 40

Lining tacks, in papers ..... 10

" in bulk ..... 15

" solid heads, in bulk ..... 75

Saddle nails, in papers ..... 10

" in bulk ..... 15

Tufting buttons, 22 line, in doz-

ens only ..... 60

Zinc glaziers' points ..... 5

Double pointed tacks, papers ..... 90 and 10

" bulk ..... 40

Clinch and duck rivets ..... 45

## TAPE LINES.

English, ass skin ..... per doz. 2 75 5 00

English, Patent Leather ..... 5 50 9 75

Chesterman's ..... each 0 90 2 85

" steel ..... each 0 80 8 00

## TINNERS' SNIPS.

Per doz. .... 3 00 15 00

Claus, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 25 per cent.

Game, H. &amp; N., P. S. &amp; W., 50, 10 and 5 per cent.

Game, steel, 70 per cent.

## TROWELS.

Disston's, discount 10 per cent.

German ..... per doz. 4 75 6 00

S. &amp; D., discount 35 per cent.

## TWINES.

Bag, Russian ..... per lb. 0 27

Wrapping, cotton, 3-ply ..... 0 24

" 4-ply ..... 0 27

Mattress ..... per lb. 0 33 0 45

Staging ..... 0 27 0 35

## VISES.

Wright's ..... 0 13½

Brooks's ..... 0 12½

Pipe Vise, Hinge, No. 1 ..... 3 50

" No. 2 ..... 5 50

Saw Vise ..... 4 50 9 00

## Columbia Hardware Co.

Blacksmiths' (discount) 60 per cent.

" parrel (discount) 45 per cent

## ENAMELLED WARE.

White, Princess, Turquoise, Blue and White

discount 50 per cent.

Diamond, Famous, Premier, discount 50 and

10 per cent.

Granite or Pearl, Imperial, Crescent, discount

50, 10 and 10 per cent.

Premier steel ware, 40 per cent.

" Star " decorated steel and decorated white

25 per cent.

## WIRE.

## Smooth Steel Wire.

No. 0-9 gauge ..... \$2 25

10 " ..... 6c. extra.

11 " ..... 12c. "

12 " ..... 20c. "

13 " ..... 30c. "

14 " ..... 40c. "

15 " ..... 55c. "

16 " ..... 70c. "

Add 60c. for coppering and 22 for tinning.

Extra net per 100 lb.—Oiled wire 10c.

spring wire \$1.25, special hay baling wire 30c.

best steel wire 75c., bright soft drawn 15c.

charcoal (extra quality) \$1.25, packed in casks

or cases 15c., bagging and papering 10c., 50

and 100-lb. bundles 10c., in 25-lb. bundles

15c., in 5 and 10-lb. bundles 25c., in 1-lb.

hanks 50c., in ¼-lb. hanks 75c., in ½-lb.

hanks \$1.

Fine Steel Wire, discount 27½ per cent.

List of extras: In 100-lb. lots: No. 17,

\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—

No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No.

24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,

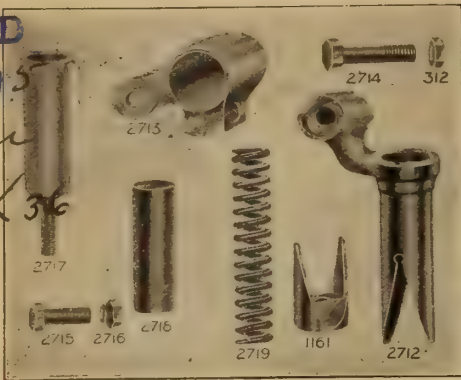
\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—

No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,

\$17. Extras net—tinned wire, Nos. 17-25,



URNED  
15 905



The Sills patent handlebar is a new invention, a year old in practice. It has been tried out and found satisfactory in every way. It promotes the comfort of riding by removing the strain upon the arms and hands, so that the weight of the body may be thrown forward over the front fork without any possibility of the hands being cramped or the grasp loosened by the vibration that would otherwise be set up were the handlebars rigid. One's first idea of the bars, likely to be formed before seeing the contrivance in working form, is that it consists of a spring set into the post head of the bicycle and that it will absorb the vertical vibration only and leave the lateral vibration as freely present as in ordinary handlebars. The Sills bars, however, take up and absorb the vibration from both directions, because the action of the spring is controlled by a hinged part which directs the movement of the bars in a downwards and forwards tilting motion. The purpose of the spring is to supply a cushion to "give" under the pressure of the arms. The hinged part strengthens the steering post and leaves the operation of steering no less

***We make also the great MORROW COASTER BRAKE.  
All descriptions of Bicycle parts and accessories.***

## Bay and Temperance Streets, TORONTO

<b>A</b>	<b>F</b>	<b>L</b>	<b>P</b>
Acme Can Works..... inside back cover	Falkiner, H. F..... 46	Lamplough, F. W., & Co..... 43	Page-Hersey Iron and Tube Co..... 21
Acme Lathe & Products Co..... 45	Fairbanks Co..... 7	Leslie, A. C., & Co..... 31	Page Wire Fence Co..... 49
Alabastine Co..... 43	Frithingham & Workman..... 9	Lewis Bros. & Co..... 3	Paterson Mfg. Co..... 56
American Shearer Mfg. Co..... 49		Lewis, Rice, & Son..... inside front cover	Pedlar People..... 20, 49
American Steel and Wire Co..... 55	<b>G</b>	Lockerby & McComb..... 49	Penberthy Injector Co..... 23
Anglo-Canadian Supply Co..... 46	Gibb, Alexander..... 47	London Rolling Mill Co..... inside back cover	Phillips, Chas. D..... 53
Armstrong Bros..... 24	Gies, Philip..... 21	Lufkin Rule Co..... inside back cover	
Atlas Mfg. Co..... 53	Gilbertson, W. & Co..... 35	Luxfer Prism Co..... 51	<b>R</b>
	Glauber Brass Co..... 21	Lysaght, John..... outside front cover	
<b>B</b>	Greening, B., Wire Co..... 7		Ramsay, A., & Son Co..... 10, 23
Barnett, G. & H. Co..... outside back cover	Grose, Walter..... 46	<b>M</b>	Rattray, D., & Son..... 39
Bartlett, Wm., & Son..... 50	Grove Chemical Co..... 41	Mackenzie Bros..... 35	Ridgely Trimmer Co..... 53
Bayless, Jones & Bayless..... 1	Gurney Foundry Co..... 47	Montreal Rolling Mills Co..... 20	
Bennett Mfg. Co..... 49	Gurney Tilden Co..... 23	Maple Leaf Harvest Tool Co..... 5	<b>S</b>
Bird, J. A. & W., & Co..... 1	Gutta Percha and Rubber..... outside back cover	Mast, J. M., Mfg. Co. Co..... 10	Sadler & Haworth..... outside back cover
Birkett, Thos., & Son Co..... 8		Maxwell, D., & Sons..... 6	Samuel, M. L., Benjamin, & Co..... 51
Boss Machine Co..... 60	<b>H</b>	Metal Shingle and Siding Co..... 53	Sanderson-Harold Co..... 6
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Bullard Automatic Wrench Co..... 21	Hamilton Cotton Co..... 53	Morton, B. K., & Co..... 31	Scott, Greenwood & Co..... 41
	Hanover Portland Cement Co..... 53	Morrison, James, Brass Mfg. Co..... 18	Sells Commercial..... 45
<b>C</b>	Harrington & Richardson Arms Co..... 45	Morrow, John, Machine Screw Co..... 35	Seymour, Henry T., Shear Co..... 10
Canada Cycle and Motor Co..... 58	Heinisch, R., Sons Co..... 47	Munderloh & Co..... 44	Sharratt & Newth..... 10
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Canada Paper Co..... 47	Hyde, F. & Co..... 31	McClary Mfg. Co..... 4, 24	Smith & Hemenway Co..... 39
Canadian Cordage and Mfg. Co..... 9		McDougall, R., Co..... 31	Solarine Metal Polish..... 46
Canadian Heating & Ventilating Co..... inside back cover	<b>I</b>	McGregor-Banwell Fence Co..... 24	Standard Ideal Sanitary Co..... 13
Canadian Rubber Co..... 12	Imperial Varnish and Color Co..... 38		Standard Paint and Varnish Works..... 41
Canadian Sewer Pipe Co..... 20	Ironsides, Son & Co..... 60	<b>N</b>	Stanforth & Co..... 8
Claus Shear Co..... 45	Iver Johnson Arms and Cycle Works..... 16	Newman, W., & Sons..... 49	St. George, H. E..... 41
Concrete Block Machine Co..... 53		Nobles & Hoare..... 41	Summers, John, & Sons..... 6
Connor, J. H., & Sons..... 60	<b>J</b>	North Bros. Mfg. Co..... 10	<b>T</b>
Consumers' Cordage Co..... 11	Jackson, C. F., & Co..... 31	Nova Scotia Steel and Coal Co..... 31	Tarbox Bros..... 60
Covert Mfg. Co..... 49	Jamieson, R. O., & Co..... 39		Taylor-Forbes Co..... outside front cover
Cutts, C. M. & Co..... 47	Jardine, A. B., & Co..... 21	<b>O</b>	Technical Book Advt..... 10
	Jenkins, A. C..... 6	Oakey, John, & Sons..... 46	Thompson, B. & S. H., Co. outside back cover..... 21
<b>D</b>	Johnston, Ed., Clapham & Morris..... 6	Office Specialty Mfg. Co..... 57	Thorne, R. E..... 41
Davidson, Thos., Mfg. Co..... 2	Jones & Barclay..... 35	Onida Community..... 6	Turnbull & Henderson..... 45
Dennis Wire and Iron Co..... 41		Ontario Silver Co..... 6	
Deseronto Iron Co..... 31	<b>K</b>	Ontario Tack Co..... 14	<b>W</b>
Dods, F. D., & Co..... 41	Kemp Mfg. Co..... 12	Ontario Wind Engine and Pump Co..... 45	Wallace Barnes Co..... 49
Dominion Belting Co..... 45	Kerr Engine Co..... 21	O-S-Ezy Mfg. Co..... 7	Walter, E. F., & Co..... 4
Dorken Bros. & Co..... outside front cover, 6		Owen Sound Wire Fence Co..... 43	Welsh Tinplate & Metal Stamping Co..... 4
Dowdell Mfg. Co..... 24			Western Wire Nail Co..... 35
			Wilcox Mfg. Co..... 43
<b>E</b>			Winnipeg Paint and Glass Co..... 35
Erie Specialty Co..... 60			Wright, E. T., & Co..... 47



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**Art Glass**

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**Ash Sifter.**

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Canada Cycle and Motor Co., Toronto Junction.

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United Factories, Toronto.

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Lockerby & McComb, Montreal.  
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Metallic Roofing Co., Toronto.  
Newman & Sons, Birmingham.  
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Stanley Rule & Level Co., New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.  
Waggoner Ladder Co., London, Ont.

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Covert Mfg. Co., West Troy, N.Y.

**Cattle and Trace Chains.**

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Oneida Community Co., Niagara Falls.

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Frothingham & Workman, Montreal.

**Churns.**

Maxwell, David, & Sons, St. Marys.

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Burman & Sons, Birmingham, Eng.  
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Concrete Block Machine Co., Toronto.

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Consumers' Cordage Co., Montreal.  
Hamilton Cotton Co., Hamilton.

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Erie Specialty Co., Erie, Pa.

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Gurken Bros. & Co., Montreal.  
Leinisch's, R., Sons Co., Newark, N.J.  
Lamplough, F. W., & Co., Montreal.  
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Smith & Hemenway Co., New York.  
Walter, E. F., & Co., Montreal.  
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Morrison James, Mfg. Co., Toronto.  
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Harrington & Richardson Arms Co., Worcester, Mass.  
Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.  
Walter, E. F., & Co., Montreal.

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Shaw, A., & Son, London, Eng.

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Gurney Foundry Co., Toronto.

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Penberthy Injector Co., Windsor, Ont.

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Page-Hersey Iron and Tube Co., Guelph.

**Iron Pumps.**

McDougall, R., Co., Galt, Ont.

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Waggoner Ladder Co., London, Ont.

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Kemp Mfg. Co., Toronto.  
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Taylor-Forbes Co., Guelph, Ont.

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Canada Metal Co., Toronto.  
Deseronto Iron Co., Deseronto, Ont.  
Gibb, Alexander, Montreal.  
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Hankin, F., Montreal.  
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Johnston, Rd., Clapham & Morris, Manchester, Eng.  
Kemp Mfg. Co., Toronto.  
Leslie, A. C., & Co., Montreal.  
London Rolling Mills Co., London, Ont.  
Lysaght, John, Bristol, Eng.  
Morton, E. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Peck Rolling Mills Co., Montreal.  
Samuel, Benjamin & Co., Toronto.  
Saunders, Franklin & Co., Montreal.  
Thompson, B. & S. H. & Co., Montreal.

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Solarine Company, Chicago.  
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McCasill, Dougall & Co., Montreal.  
Merrick, Anderson & Co., Winnipeg.  
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O-So-Ezy Mfg. Co., Montreal.  
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Rattray, D., & Sons, Montreal.  
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Thorne, E. E., Montreal.  
Winnipeg Paint and Glass Co., Winnipeg.

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United Factories, Toronto.

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Gies, Philip, Berlin, Ont.

Jardine, A. B., & Co., Hespeler, Ont.  
Morrison, Jas., Brass Mfg. Co., Toronto.

Page-Hersey Iron and Tube Co., Guelph.  
Standard Ideal Sanitary Co., Port Hope.

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Thompson, B. & S. H. & Co., Montreal.

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Greening, B. wire Co., Hamilton, Ont.

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Ham & Not Co., Brantford, Ont.

Sanderson-Harold Co., Paris, Ont.

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Bird, J. A. & W., & Co., Boston.  
Jenkin, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Foster Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.

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McClary Mfg. Co., London, Ont.  
Taylor-Forbes Co., Guelph, Ont.

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Gurney Scale Co., Hamilton, Ont.  
New-Warren Scale Co., Montreal.

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Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
Canada Foundry Co., Toronto.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.

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Canadian Sewer Pipe Co., Hamilton.  
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Metal Shingle & Siding Co., Preston, Ont.

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Gurney Foundry Co., Toronto.  
Kemp Mfg. Co., Toronto.  
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Greening, B. Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor-Banwell Fence Co., Walkerville, Ont.  
Oneida Community, Niagara Falls.  
Owen Sound Wire Fence Co., Owen Sound.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F., & Co., Montreal.  
Western Wire & Nail Co., London, Ont.

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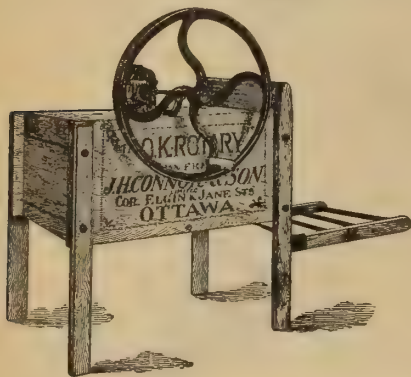
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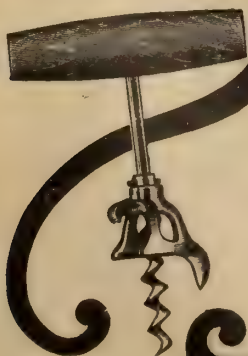
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VOL. XVII.

MARCH 25, 1905

NO. 12

# HARDWARE

## and METAL

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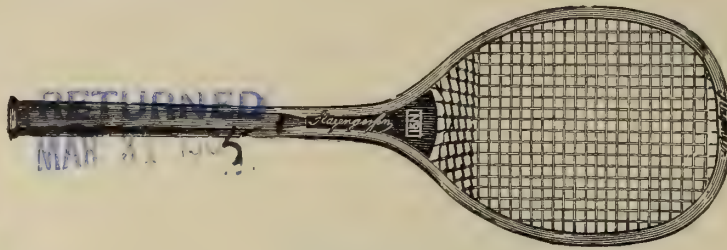
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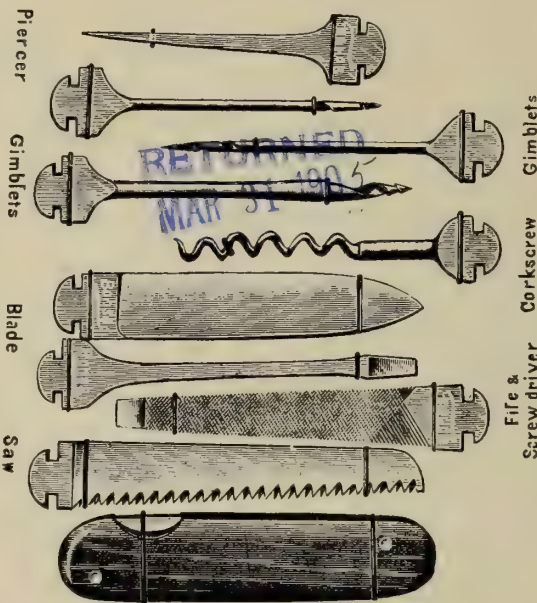
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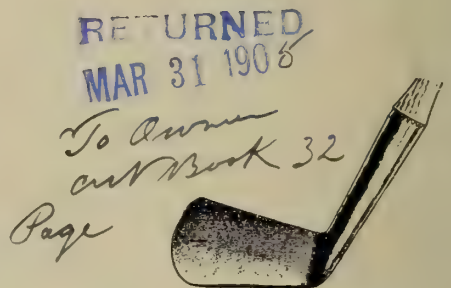
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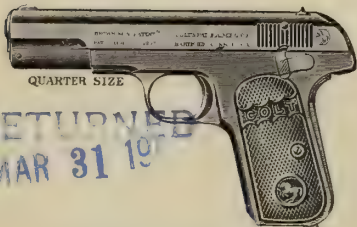
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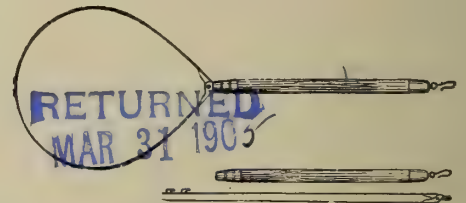
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A Weekly Newspaper devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVII.

MONTREAL AND TORONTO, MARCH 25, 1905

NO. 12

BUTCHERS' KNIVES  
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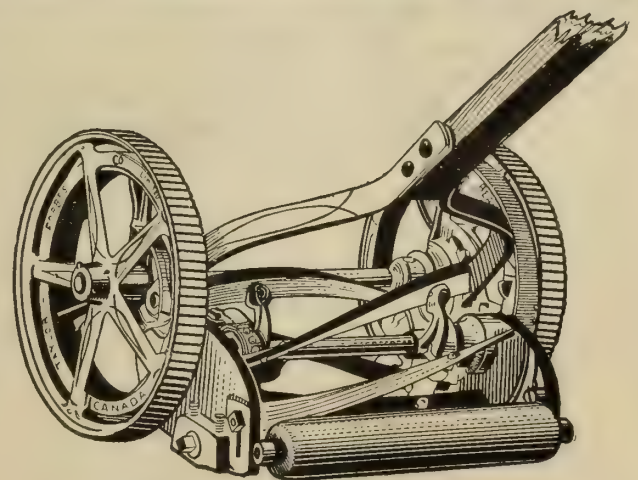
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Always address  
Executive Office at

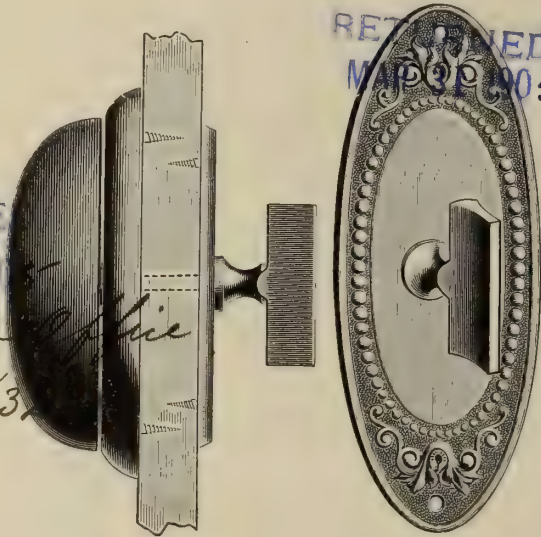
**Lewis Bros. & Co.**  
Importers and Distributers  
**M o n t r e a l**



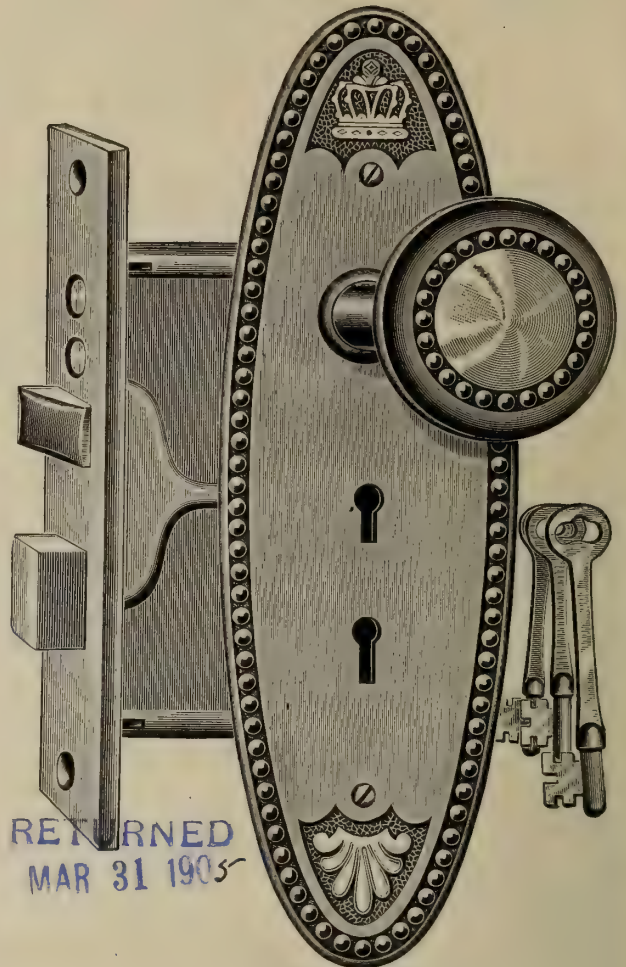
Our Line of

# **BUILDERS' HARDWARE**

**IS UNEXCELLED**



No. N 83 P.



Front Door Set S 2202  
Inside Set S 2039



Flush Sash Lift S 34

We are Continually Adding New  
and Attractive Designs Which  
Cannot be Duplicated  
Elsewhere

WE HAVE A LARGE STOCK, A WIDE RANGE AND  
INTERESTING PRICES

**Lewis Bros. & Co.**

Importers and  
Distributors

Ottawa  
Toronto

Vancouver  
Calgary

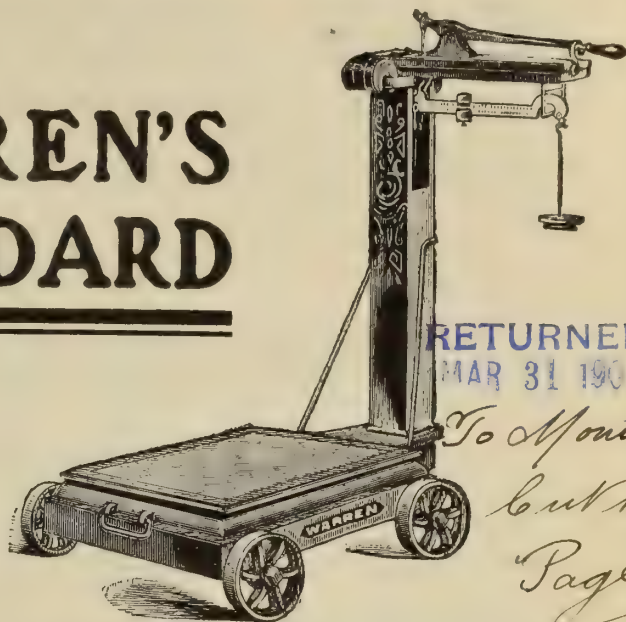
Always address the  
Executive Office at  
Montreal





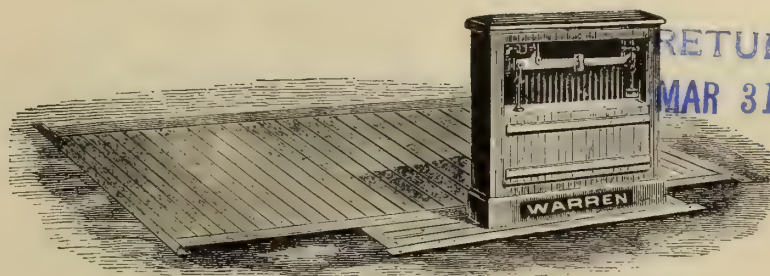
**MONTREAL GROCERS' SCALES.** Capacity 1 oz. to 250 lbs.  
Double Beam and Sliding Poises; nickel plated; Iron or Marble Platform.

# WARREN'S STANDARD



**PORTABLE PLATFORM SCALES.** Capacities range from 400 to 4,000 lbs.

# SCALES



**WAGON SCALES.** Capacity 3 to 15 tons.

For Quality, Accuracy and Durability the **Warren's Standard Scales** have stood the test for over 70 years. We have pleased grandfathers and our new styles and prices will please you.

A post card will bring Illustrated Price List.

**THE NEW WARREN SCALE CO. - - MONTREAL**

*Successors to the inventor and patentee of  
Platform Scales in Canada.*



# **BAR IRON AND STEEL**

**ROUNDS, SQUARES, FLATS, OVALS, HALF OVALS,  
HALF ROUNDS AND BANDS**

---

**WROUGHT WASHERS**

**QUALITY THE VERY BEST**

**PROMPT SHIPMENTS**

---

---

**LONDON ROLLING MILL CO.**

**LIMITED**

**LONDON, ONTARIO**

*We issue a*

## ***Monthly Stock List of Sheet Metals***

*which we shall be pleased to mail on application.*

---

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**M. & L. Samuel, Benjamin & Co.**

**503 Temple Building - TORONTO.**



**MESSRS. W. GILBERTSON & CO.,**  
**PONTARDAWE, SOUTH WALES** LIMITED

---

---

—Makers of—

**“COMET”**  
***Galvanized Sheets.***

—PATENT FLATTENED—

**LOW** IN PRICE, but unsurpassed in finish and working-up qualities. MADE from **British** Siemen's-Martin steel of **our own Manufacture**, thus ensuring uniform quality.

---

---

**“COMET”**  
**GALVANIZED CANADA PLATES**

of same **superior quality** and finish as the Galvanized Sheets.

**GILBERTSON'S SIEMENS - MARTIN BLACK PLATES**

Pickled, cold rolled and close annealed, cold rolled and close annealed, and close annealed only, for ordinary, deep stamping and enamelling purposes.

—ALSO—

**Black Tagger Plates, Electrical Sheets** and High-Class Tinplates

---

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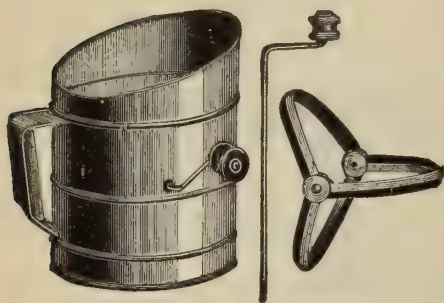
If you can't get **“COMET”** brand from your Jobber, write to

**ALEXANDER GIBB,** Canadian Representative **13 St. John St., MONTREAL**

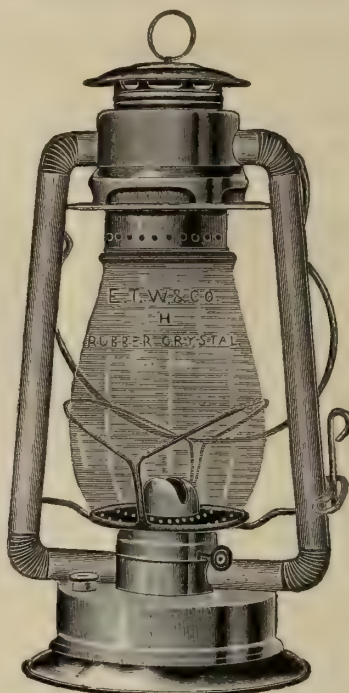


# E. T. WRIGHT & CO., HAMILTON, CANADA

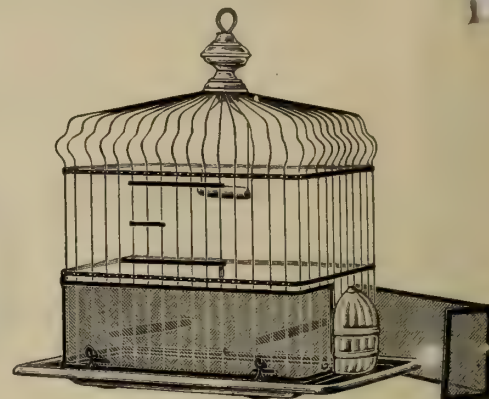
Manufacturers of Lanterns, Tinware, Bird Cages, Eavetrough and Conductor Pipes, Patent Stove Pipes and Elbows.



Since the "**VICTOR**" **SIFTER** was placed on the market, other sifters have been produced but none to equal the "**VICTOR**." It stands alone unequalled.

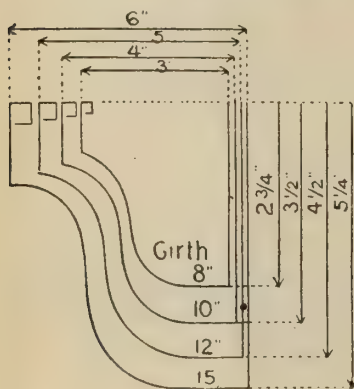


The above cut shows our **COLD BLAST LANTERN** with side lift. We also make the **COLD BLAST** with bottom lift. Plain and japanned.



A complete assortment of **CAGES** always in stock. All sizes, styles and prices. Brass and Japanned.

## O. G. EAVETROUGH

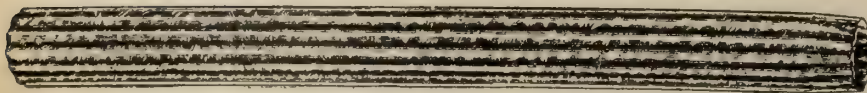


## BALLOON FLY TRAPS



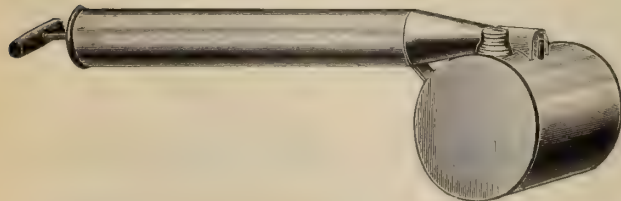
Packed one dozen in case

## GALVANIZED CONDUCTOR PIPE



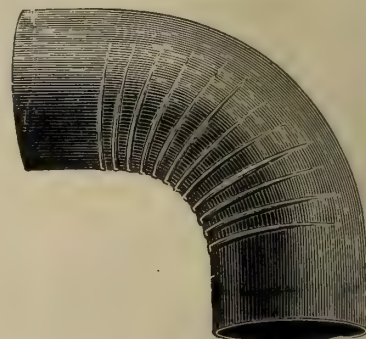
Corrugated or Round, 28 Gauge, 10-foot Lengths.

## WRIGHT'S SPRAY PUMP—Patented



Supplied Plain Tin, Brass well Japanned, All Brass, Galvanized.

## COOPER'S IMPROVED PATENT ONE-PIECE STOVE-PIPE ELBOWS.



The flat crimp prevents the possibility of dust and dirt accumulating on the Elbow. Heaviest and best on the market.

## STOVEPIPE—Schey's Patent

Nested 25 lengths in crate.



This is the only perfect working Knock-Down Pipe made. Will not telescope.

A  
Full Supply  
of  
TinSmiths'  
Tools.

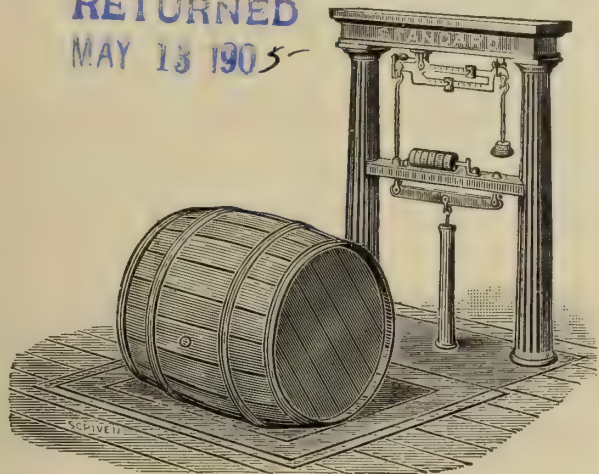


# IMPERIAL STANDARD SCALES

are **Made in Canada**, in the City of Hamilton, at the works of THE BURROW, STEWART & MILNE COMPANY, LIMITED, who have been established in the foundry business for **41 years**, and have been manufacturing Scales for **28 years**.

Scales of all kinds, for use in any business, of all capacities, from a fine Druggists' Scales, weighing 1 drachm, to a great Railway Track Scale, weighing 100 tons or more.

RETURNED  
MAY 13 1905



RETURNED  
MAY 13 1905

## Trucks

Warehouse Trucks  
Railway Trucks  
Steamboat Trucks  
Barrel Trucks  
Wagon Trucks (4 wheels)  
Baggage Barrows  
Stone Trucks

Separate List of Trucks  
Sent on Application

## Platform Scales

OF ALL CAPACITIES

300 lb. to 3,000 lb.



RETURNED  
MAY 13 1905

To Owner  
Cut Book 3  
Page 1

OVER 300 VARIETIES, INCLUDING

*Butchers' Scales, Bathroom Scales, Confectioners' Scales, Dairy Scales, Druggists' Scales, Foundry Scales, Grain Warehouse Scales, Grain Elevator Scales, Grocers' Scales, Tea Scales, Letter and Postal Scales, Railway Depot Scales, Railway Track Scales, Rolling Mill Scales, Salt Meat and Fish Scales, Stock Scales.*

*Steelyards, Weigh Beams and Store and Warehouse Scales of all kinds.*

We make also a special cheaper line of Even Balance, Union and Platform Scales which are very popular, and known as

**CHAMPION JEWEL SCALES**

**THE BURROW, STEWART & MILNE COMPANY,**  
Hamilton, - Ontario  
LIMITED



Established Over

Fifty Years.

SIR H. MONTAGU ALLAN,  
President.

D. LORNE MCGIBBON,  
General Manager.

# EVERYTHING IN RUBBER GOODS



ALWAYS UNIFORM  
ALWAYS RELIABLE  
ALWAYS IN DEMAND

HIGH QUALITY  
HONEST SERVICE  
COMPLETE SATISFACTION

**"Red Star"**  
Sheet  
Packing

**"Red Star"** is the original **High-Grade Sheet Packing**, a winner all the time.

Some of the other Packings are good Packings, but—

**"Red Star" is without a Rival.**

Write for a Free Sample.

Sales Branches and Warehouses:

122 Granville St.,  
Halifax, N.S.

Imperial Bank Building,  
Montreal, Que.

Front and Yonge Sts.,  
Toronto, Ont.

Princess St.,  
Winnipeg, Man.

Cordova St.,  
Vancouver, B.C.

## THE CANADIAN RUBBER CO. OF MONTREAL.

**MALEHAM & YEOMANS,** Sheffield, ENGLAND.

Manufacturers of Table, Pocket, Putty, Palette and Butcher Knives.

SPECIALTY—Case of Carvers, Cabinets of Cutlery.

**JAMES CHESTERMAN & CO., Limited,** Sheffield, ENGLAND.

Sole Manufacturers of "Chesterman's" Patent Measuring Tapes, Land Chains, Band Chains, Steel Rules, Straight Edges, Engineers' Tools, etc.

**JAMES DEAKIN & SONS, LIMITED, Silversmiths and Cutlers,**  
Sydney Works, Sheffield, ENGLAND.

Manufacturers of Silver, Nickle Silver, Electro Plated Ware and Oak Goods. Pearl-handle Fish Eater and Dessert Sets.

**HAWKSWORTH, EYRE & CO., LIMITED,** 60 Rockingham St.,  
Sheffield, ENGLAND.

**Silversmiths and Electro Plate Manufacturers.** Sterling Silver Novelties

CATALOGUES AND PRICE LISTS ON APPLICATION TO

FRANK H. SCOTT, CANADIAN REPRESENTATIVE, 360 Temple Bldg., MONTREAL



# HIGH-GRADE RUBBER GOODS

MADE IN CANADA

BELTING  
PACKINGS  
VALVES  
VALVE SHEET  
TUBING  
GASKETS



RUBBER HOSE FOR . .

WATER BREWERS  
STEAM SUCTION  
AIR ACIDS  
FIRE PROTECTION  
PNEUMATIC TOOLS

**"MALTESE CROSS"** Carbolized Rubber Fire Hose and  
**"EUREKA"** Brands Cotton Rubber-lined Fire Hose,  
in use by all leading Fire Departments.

SOLE MANUFACTURERS OF THE

Celebrated "MALTESE CROSS" and "LION" brands  
of Rubber Footwear. The best fitting, best wear-  
ing and most stylish on the market.

**Special Attention Given to Export Orders.**



# The Gutta Percha & Rubber Mfg. Co.

of TORONTO, LIMITED.

BRANCHES

MONTREAL,  
WINNIPEG,  
VANCOUVER.

HEAD OFFICE

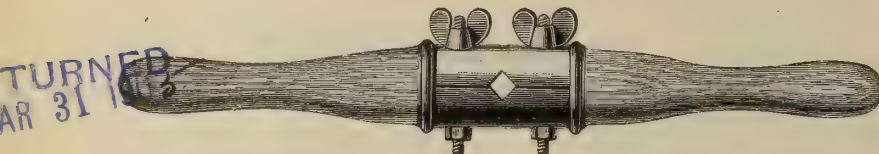
47 Yonge Street,

TORONTO, CANADA.



**MACHINES** and tools for **MAKING HOLES IN THINGS** are in our stock in large variety. Here we show a few of them.

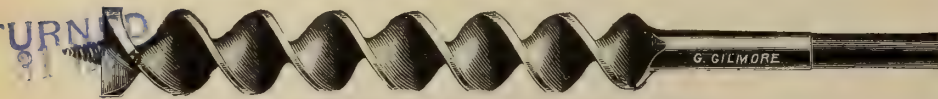
The tools we sell are carefully selected for quality and adaptation to the work.



PRATT'S PATENT AUGER HANDLE. Three other kinds in Stock

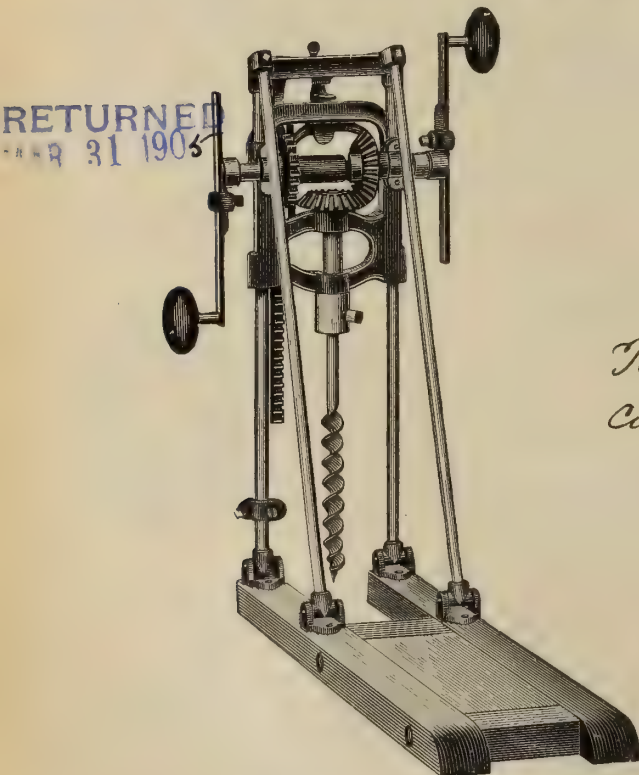


GILMORE'S NUT AUGERS



GILMORE'S BORING MACHINE AUGERS

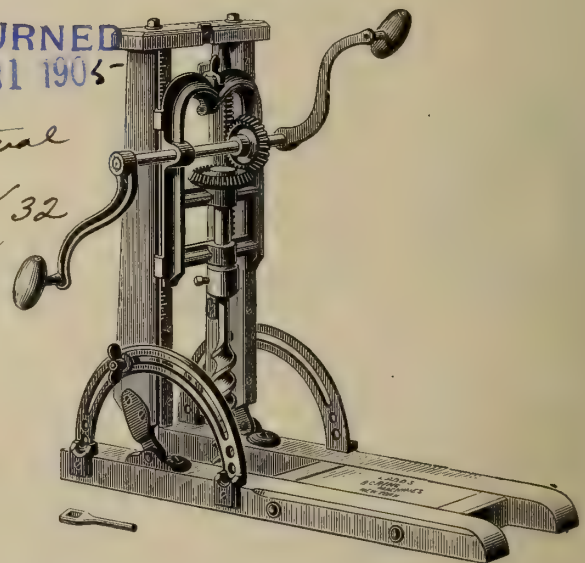
We are the sole selling agents for the old established **AUGER** bit factory of **GAWEN GILMORE**. All kinds of auger bits, augers and special machine bits.



MILLER'S FALLS BORING MACHINE

RETURNED  
MAR 31 1905

To Montreal  
Cut Book 32  
Page 36  
*[Signature]*



WOOD FRAME ADJUSTABLE BORING MACHINE

# Frothingham & Workman, Limited

Wholesale Hardware and Iron Merchants

FOR 96 YEARS SELLERS OF HARDWARE

Montreal, Canada



# GEO. D. WOOD & CO.

## WHOLESALE HARDWARE AND IRON MERCHANTS

Winnipeg, Manitoba.



WOOD, VALLANCE & CO.  
Hamilton, Ont.

WOOD, VALLANCE HARDWARE CO.  
Nelson, B.C.

WOOD, VALLANCE & LEGGAT, Limited  
Vancouver, B.C.

Toronto Office - 94 Bay Street

**IRON**

**Steel**

**NAILS**

**Barb Wire**

**Plain Wire**

**Glass**

**Paints**

**Oils**

**Building Paper**

**RUBEROID ROOFING**

**Spades**

**Shovels**

**Harvest Tools**

**Axes**

**Saws**

**Cordage**

**Builders' Supplies**

**Contractors' Supplies**

**Mechanics' Tools**

**Screen Doors**

**Screen Windows**

**Humphrey's Cutlery**

**Rogers' Cutlery**

**Boker's Cutlery**

**Ammunition**

**Guns**

**Rifles**

**Revolvers**

**Refrigerators**

**Woodenware**

**Hollow Ware**

**Tin & Granite Ware**

**LETTER ORDERS ALWAYS RECEIVE PROMPT ATTENTION**



# A. C. Leslie & Company

Merchants and Manufacturers' Agents

## Galvanized Sheet Iron

Unequalled  
for  
Working



and  
Wearing  
Qualities

Favorite  
Brand

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MAY 30 1905

To Industrial Canada  
C. L. Book 35  
Page 67

Corrugated  
Sheets

Standard  
Quality



Every Sheet  
Guaranteed

## Lysaght's Steel Sheets

"QUEEN'S HEAD" and

"SOUTHERN CROSS"

Dead Flat Refined Steel.

Tack Sheets

Electrical Sheets

and other special grades.

Merchant quality

Black Sheets

all sizes and gauges.

## Tin and Canada Plates

"TRYM," "LYDBROOK,"

"DEAN," "CANADA" ,

"DOMINION"  Galvanized

"ALLAWAYS," "DOMINION" 

Tin Plates.

and "DOMINION" 

Terne Plates.

and all grades of

Black Canadas.

## Iron, Steel and Metals

Pig Iron,

Bars and Hoops,

of all kinds.

Tool Steel,

Merchant Steel,

Plates and Shapes.

Tin, Copper,

Lead, Zinc.

Antimony, etc.

**New Address: 560 St. Paul St., Montreal**



# THE B. GREENING WIRE CO.,

LIMITED

Office and Works:  
HAMILTON, ONT.



RETURNED

APR 3 1905

Eastern Depot:

142 St. Paul Street,  
MONTREAL.

cut Book 32  
Page 5  
Rm 4

ESTABLISHED 1859.

A Few...

Seasonable  
Lines:

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APR 3 1905



Galvanized Netting

**WIRE** Steel, Plain and Galvanized. For building fencing, coppered spring, coppered soft, tin-  
ned mattress and broom, galvanized hard  
coiled fence wire.

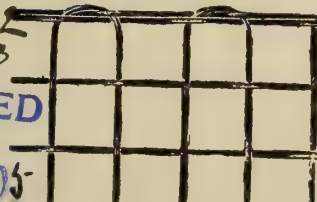
**GALVANIZED NETTING**

for all purposes. All meshes, widths and  
strengths in stock.

**PAINTED SCREEN WIRE CLOTH**

All widths, 18 to 48-in., kept in stock.

**WIRE CLOTH** Copper, Brass, Steel and Gal-  
vanized. All meshes and  
strengths, for all purposes.



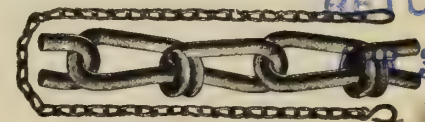
Wire Cloth

**TRACE CHAINS**

Improved quality.

**Brown's Patent Steel Wire Chains**

Coil, tie-out, halter and dog chains, etc. Special  
chains made to order.



Chains Brown's Patent

**Greening's Patent Cattle Chains**

and stall fixtures. Samples now ready for  
trade.

**WIRE ROPE** Standard and Lang's Lay. For  
derrick use, passenger and freight  
elevators, mine shafts, etc.



Wire Rope

**Coppered Steel Furniture Springs**

All standard sizes kept in stock.

**STEEL WIRE DOOR MATS**

Most sanitary and durable mat on the market.  
Made either plain or lettered.

**PERFORATED SHEET METALS**

Zinc, Copper, Brass, Steel, Galvanized Iron.  
For all purposes.

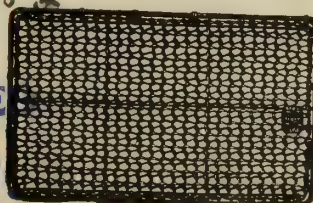
**FOUNDRY SUPPLIES**

Riddles, Steel Brushes, Bellows, Shovels, etc.

**BEE ZINC**

In sheets 36 x 96-in.

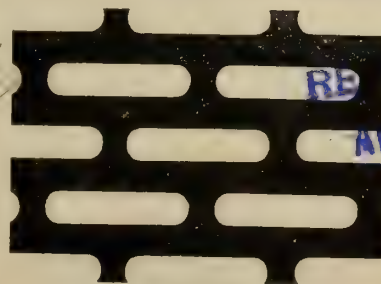
**STAPLES** Galvanized Fence and Poultry  
Netting—Bed and Blind—Electrical,  
etc., etc.



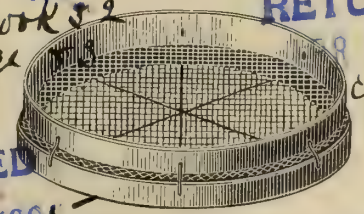
Wire Door Mats



Sofa Springs



Bee Zinc



Perforated Metals

Our 1905 Catalogue has been mailed to all the trade. If you have not yet received a copy we shall be pleased to forward one on application.



# D. H. HOWDEN & CO.

"THE QUICK  
SHIPPERS,"

LONDON, ONT.



WE SELL EVERYTHING FOR A HARD-  
WARE STORE.

WE SELL NOTHING WE CANNOT HONESTLY  
RECOMMEND.

WE SELL AT KEEN PRICES.

WE WOULD LIKE YOU TO TEST THESE  
STATEMENTS. GIVE US A TRIAL ORDER.

How is your stock of **WINDOW GLASS?**

We can give you satisfaction both as to quality and price. All goods shipped same day as order received

Strappings for

Binding Cases



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MAR 29 1906

*To Mr. W. S. & Co. Book 48  
Page 12  
W. S. & Co.*

WRITE FOR CATALOGUE

**J. N. WARMINTON**

43 Scott St., Toronto

207 St. James St., Montreal



# DOMINION WIRE MANUFACTURING CO.

MONTREAL and TORONTO

LIMITED

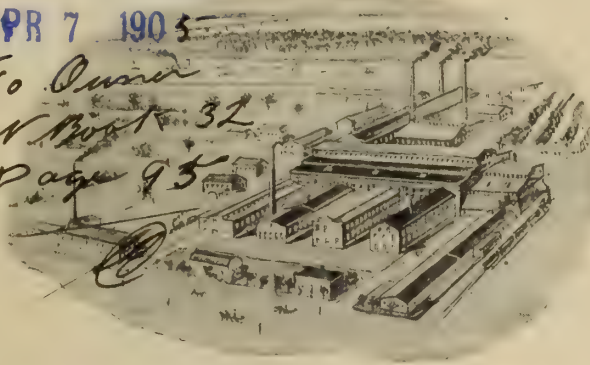
RETURNED

APR 7 1905

To Owner  
cut Post 32  
Page 95

Brass  
Copper  
AND  
Tinned  
Wires

Bright  
Annealed  
AND  
Coppered  
Wires



WORKS AT DOMINION

Wire Nails

Wood Screws

ALL KINDS OF

Bright Wire Goods

## STEEL WIRE BARREL HOOPS

— ALSO —

A Special Wire Staple for Wire Barrel Hoops.

## ANNEALED WIRES

In Bundles or Straightened  
and Cut any Length.

FOR

Baling Hay, Straw, Pulp, Paper, Rags,  
Excelsior, Scrap Leather, Etc.

## HOMO RODS

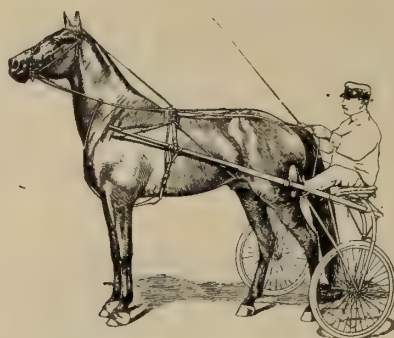
Pure Copper Wire for Trolley, Telegraph and Telephone Lines

ALSO

## POWER TRANSMISSION CABLES

"MADE IN CANADA"





# Dan Patch – The Pacer

The Champion Harness Horse of the World, is owned by us—The International Stock Food Co. You may have heard of his recent severe sickness—how that he was given up by the doctors—of his famous recovery and rapid restoration to prime strength. He was dieted on

## International Stock Food

By the way, we shall gladly send to any reader of **HARDWARE** and **METAL** a handsome large colored lithograph of this wonderful horse, free on request.

### Agents Wanted

We are advertising for Agents for International Stock Food. We want Agents in British Columbia, in the Territories, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia and Prince Edward Island. We have hundreds upon hundreds of Agents in Canada already, but the country is big enough for many more.

Write for our Proposal to Agents

## International Stock Food Co.

Limited

### Toronto

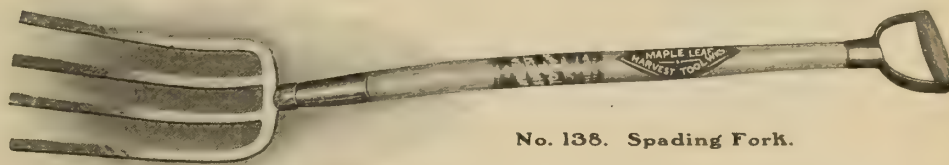


# Have You Seen Them ?

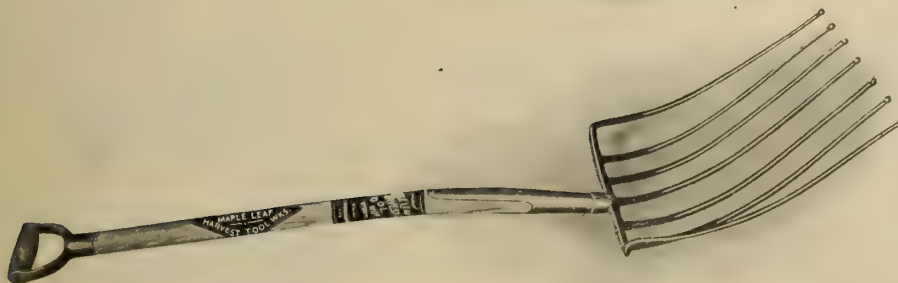
For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



No. 122. Manure Fork.



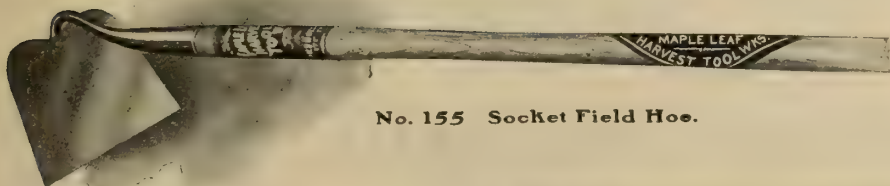
No. 138. Spading Fork.



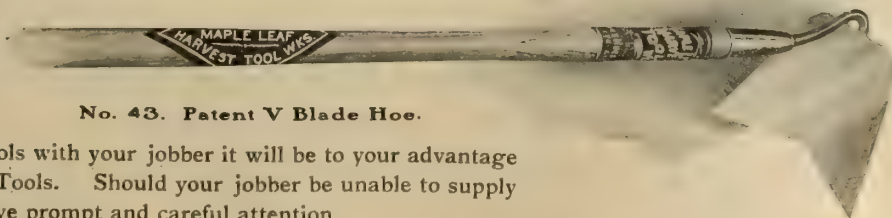
No. 243. Beet Fork.



No. 108 Hay Fork.



No. 155 Socket Field Hoe.



No. 43. Patent V Blade Hoe.

## TO THE HARDWARE TRADE—

When placing your order for harvest tools with your jobber it will be to your advantage to specify for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

# The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.



# A FEW TRADE WINNERS

## THE LEADERS



STYLE "A"

Style "A" with Double Reversible Steel Bow Lever, Patented Cream Breakers.

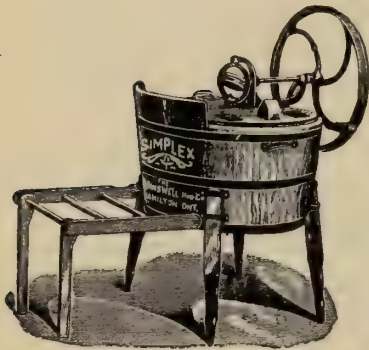
Style "E" with Hand and Foot combination drive and spring attachment, producing an easy and elastic motion.

The Pittman is quickly detachable from churn.

Both styles are fitted with our improved Steel Ball Bearings and mounted on Rigid Angle Steel Stands.



STYLE "E."

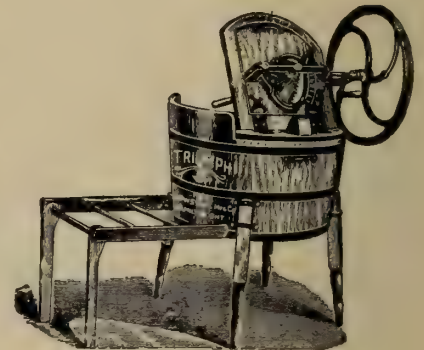


SIMPLEX

We illustrate two new Rotary Washing Machines

### "SIMPLEX" and "TRIUMPH"

They are very light running, quick and effective, and are sure to take a front rank in this style of machine.



TRIUMPH

It has been said that "The memory of quality lasts long after the price has been forgotten."

This is particularly applicable to the

**NEW CENTURY WASHER**

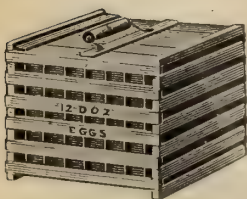


THE NEW CENTURY WASHER

The **NEW CENTURY WASHER** has been on the market a little over three years.

We have yet to hear of one disappointed user.

It is built to satisfy and **It Does Satisfy** both dealer and user



Hold 12 doz. Eggs.  
Pat. Aug. 5, '95.

## HUMPTY-DUMPTY EGG CRATES.

The best and cheapest carrier in Canada. With fillers removed, most convenient for general use. A great economizer. No broken eggs. No time wasted. No disputed count. Order now.



Eastern Agents:  
**W. L. HALDIMAND & SON**  
Montreal, Que.

**THE DOWSWELL MANUFACTURING CO., Limited**  
Hamilton, - Ont.



# The Way to Value Horse Nails

What is meant by value? It is a ratio — one thing as compared with another. You must therefore have something to compare with, which is accepted as a standard, in order to judge values. For this reason we have standards for weights, measures, coinage and qualities of certain things.

To value Horse Nails, you must have a standard for best quality. What is it? The Hardware and Farrier trade of Canada have accepted the “**C**” brand, made by us for the past forty years as such. Our Horse Nails have always commanded the largest sale and best price. Compare the quotations of other makers, and you will note the lower value set upon their nails by themselves. Therefore best value—best price. Lower value—lower price; that's common sense and good logic.

We affirm that there is no better material known, or used in the world for the manufacture of Horse Nails, than is used by us exclusively — Swedish Charcoal Steel. Our process differs from every other manufacturer in Canada in important respects. Our nails are hot-forged, have hardened points, and are the best patterns for Canadian use, and lest we forget, “Made in Canada,” by Canadian labor.

The “**C**” brand will be found to outwear any other, and are therefore, the most economical to buy or use.

We respectfully solicit from the Canadian Hardware trade the favor of their preference in ordering Horse Nails, by specifying “**C**” brand. We shall supply you, if dealers will not.

Prices and samples on application.

CANADA HORSE NAIL COMPANY,  
MONTREAL.

Established 1865.

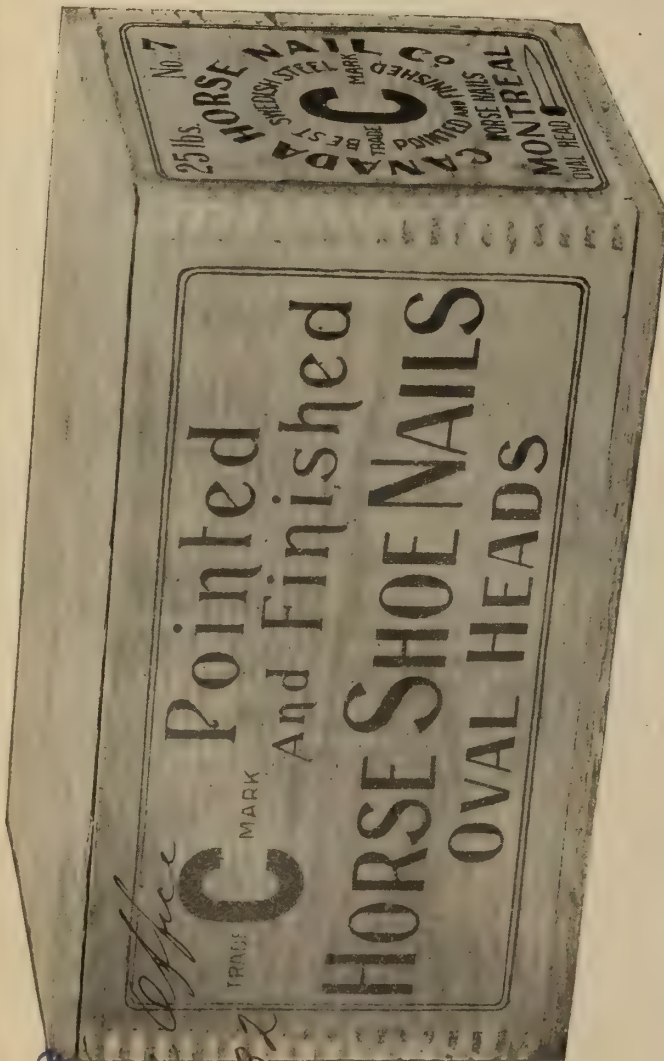


## The "C" Brand

and our name on the box of horse nails, will be a guarantee to the purchaser that every nail is perfect and the best that is made. They have always commanded the best price, and have the largest sale of any horse nails made or sold in Canada.

When you order the "C" brand, see that you get it and no other. If dealers will not supply you with them, we shall.

CANADA HORSE NAIL COMPANY  
MONTREAL



## The Quality

of a horse nail is to be judged by the work it will do under the most exacting usage to which it shall ever be subjected. The material used for the "C" brand nails is the best known or used for the purpose in the world. These tests show the stuff they are made of.

It is a special quality of Swedish Charcoal Steel with an average tensile strength of over fifty thousand pounds per square inch.

CANADA HORSE NAIL COMPANY  
MONTREAL

RETURNED  
MAR 31 1905



Quality Tests

Bent Cold.



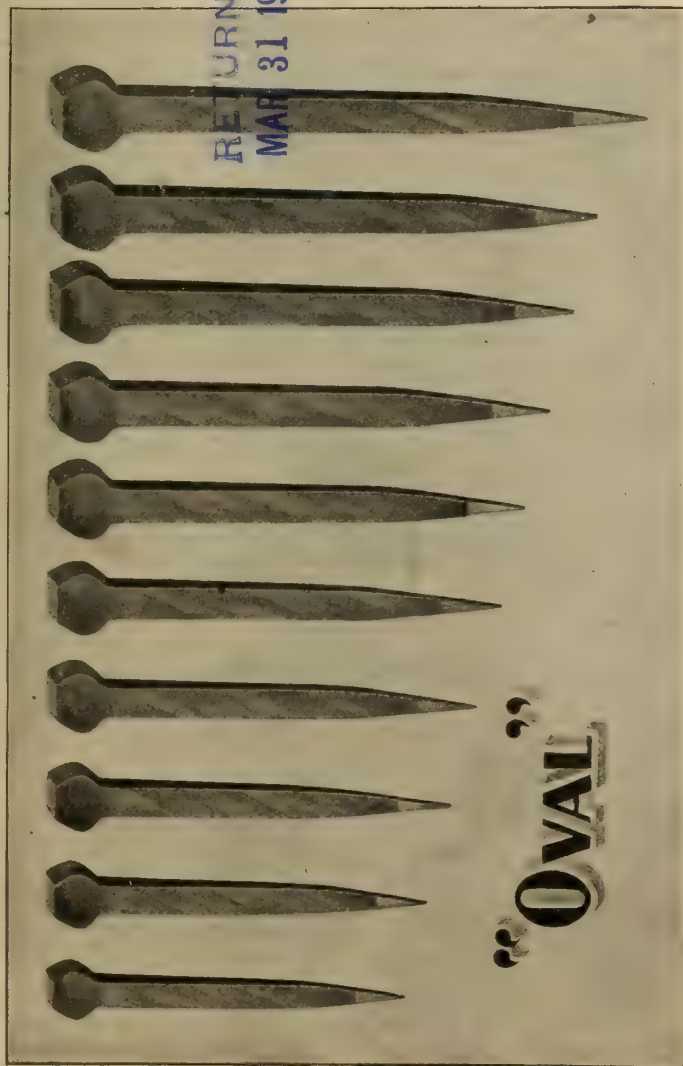
## The Oval Pattern

of heads was originally made by this Company, and first offered for sale in Canada forty years ago.

It is the leading shape and the most popular to-day among the Canadian Farriers. It has the advantage of a strong shoulder bearing under the head, and other good points in its favor.

CANADA HORSE NAIL COMPANY  
MONTREAL.

Nos. 4, 5, 6, 7, 8, 9, 10, 11, 12, 14.



**"OVAL"**

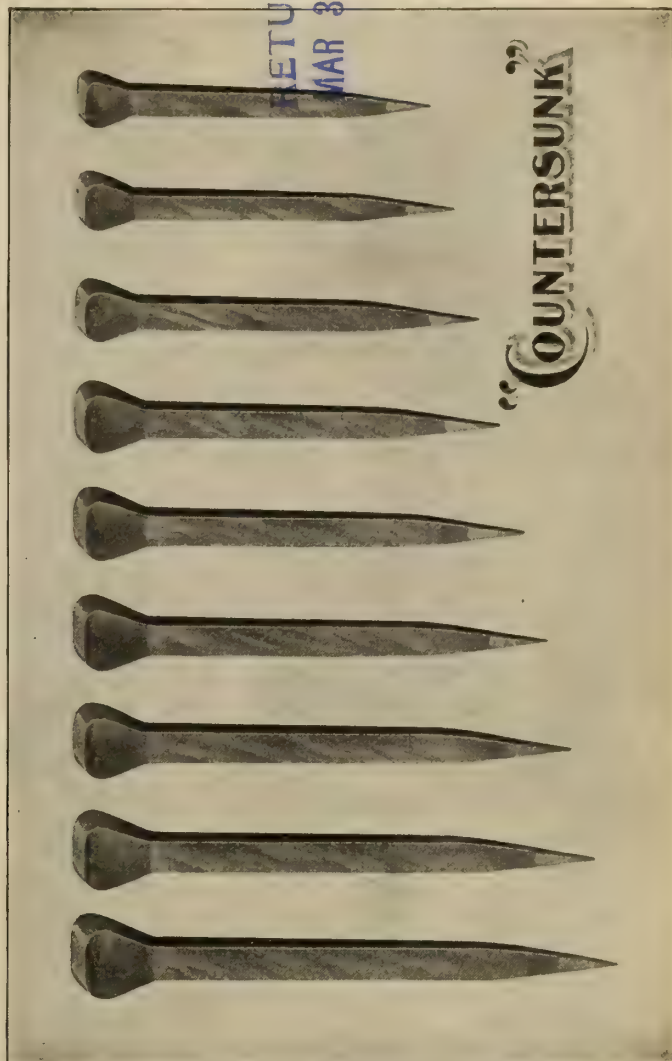
## The "Countersunk" Pattern

of heads has only a limited sale in Canada as compared with the "Oval."

Some makers use this special pattern only for their cheapest priced nails. We make only one quality for all patterns. You get the best and the best only when you buy the "C" brand.

CANADA HORSE NAIL COMPANY  
MONTREAL.

Nos. 12, 11, 10, 9, 8, 7, 6, 5, 4.



**"COUNTERSUNK"**



## The Short Oval

pattern was designed and introduced into Canada by this Company. They are especially adapted for light shoes, and where a short projecting head is required. This pattern is preferred in many localities for the small sizes.

It is made in sizes Nos. 1 to 8 only.

Don't forget that the "C" nails are "made in Canada" by Canadian labor.

CANADA HORSE NAIL COMPANY  
MONTREAL



## The Short Countersunk

pattern is known in the United States as the "City Head." It has only a limited sale in Canada, as compared with our "Short Oval."

It is a good pattern for light shoes. We make it in sizes Nos. 1 to 8 inclusive.

All patterns may be had in one and five-pound cardboard packages, as also in regular 25-lb. boxes.

CANADA HORSE NAIL COMPANY  
MONTREAL



# Binder Twine

---

BLUE RIBBON, 650 ft. to the lb.

REDCAP, - 600 ft. to the lb.

TIGER, - - 550 ft. to the lb.

STANDARD, 500 ft. to the lb.

GOLDEN CROWN, 500 ft. to the lb.

---

Still the Favorites of both FARMERS and DEALERS.

---

If **SHEAF BRAND** is preferred to any of the above, we are prepared to supply it, as we are the Proprietors of this Trade Mark.

*Nothing but Select Fibre Used.*

*Skilled Canadian Labor.*

Our Twine is not only evenly spun, but is WELL BALLED.

This is very important, prevents tangling in Twine Box

Write for prices.

## CONSUMERS CORDAGE CO., Limited

Mills — MONTREAL and HALIFAX.

MONTREAL.

BRANCHES :

W. A. C. Hamilton, Toronto, Ont.

Herrick, Anderson & Co., Winnipeg, Man.

Consumers Cordage Co., Ltd., St. John, N.B.

F. H. Andrews & Son, Quebec, Que.

MacGowan & Co., Vancouver, B.C.





**KEMP'S CEREAL COOKERS.**  
Made in Diamond, Granite and Pearl Enamelled Ware.



**KEMP'S ENAMELLED PRESERVING KETTLES.**  
Sizes from No. 20 to 50.

## Our New Catalogue

Contains all the latest additions to our line.

If you did not receive one, drop us a card.

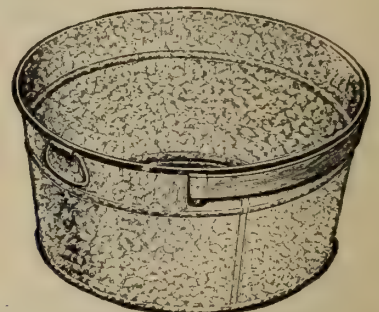
Our stock was never more complete than at present.

You can get it promptly if you order from us.



**KEMP'S GALVANIZED FEED BASKETS.**

Corrugated Bottoms.  
Medium and large sizes.



**KEMP'S GALVANIZED WASH TUBS.**

Heavy, Strong, Durable.  
No Hoops to Fall Off.

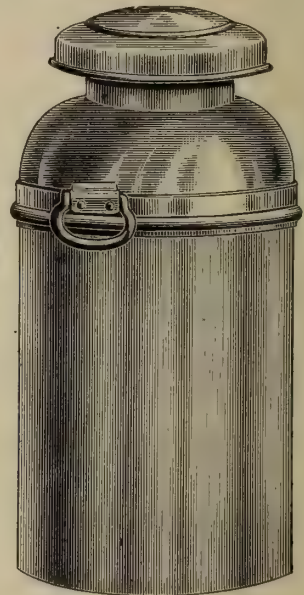


**KEMP'S FACTORY MILK CANS AND CAN TRIMMINGS.**

With Broad Hoops and Roll Rim Bottoms.  
Neatest and strongest made.



**KEMP'S ENAMELLED TEA POTS**



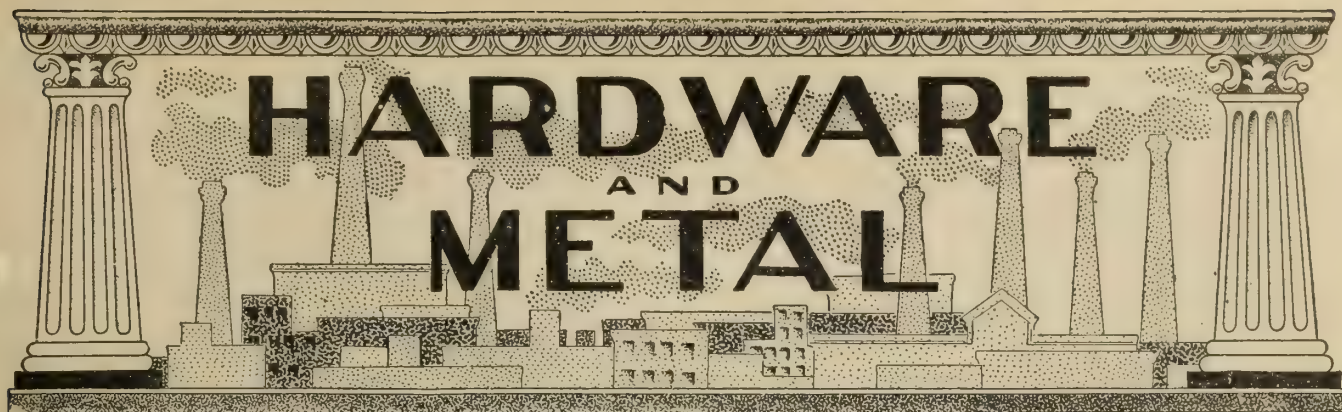
**KEMP'S RAILROAD OR DELIVERY MILK CANS.**

With Roll Rim Bottoms. 5, 8 and 10 gallons.  
Bodies made of 18-gauge Tinned Iron.

# KEMP MANUFACTURING Co.

Toronto - Canada





## CANADA AND THE WORLD'S COMMERCE

By Weston Wrigley.

THE growth of a nation, like the growth of a human being, comes in a series of evolutions which culminate in revolutions. A child is conceived, the embryo grows physically and then mentally; it passes through the revolution of the birth pangs, the evolution continues through boyhood, into manhood, through the Osler chloroform stage and past the revolution beyond which all is speculation, the growth going on all this time in physical strength, mental vigor, ripe experience and learned wisdom. Just so with nations.

Canada has passed through the embryonic era and the stages of infancy; the country has survived political revolutions and has attained its physical majority, reaching now as one united nation from salt water to salt water, along the lines of latitude, and from the Great Lakes to the Arctic Circle along longitudinal lines. Forty years ago it reached physical and political manhood, and since then the wheels of progress have been revolving swiftly, until a stage in the evolution has been reached when it will emerge from colonial childhood into the family of nations as recognized factor in the markets of the world and as a strong supporter of the mother nation which developed the possibilities of the colony's nationhood.

The next quarter of a century will be years of wonderful progress and growth in Canada. The immense possibilities of the undeveloped lands to the north, west and east, will be exploited to the full, and millions will people districts where now only explorers and natives hunt. Railways will replace swift-running streams as highways, and the wilderness of wealth will be changed into a land of industry.

The development of the United States has been accomplished by leaps and bounds. To the student of history, it seems but yesterday when the Alleghan-

ies were the borders of civilization and the valley of the Ohio was "away out West." But inch by inch the gun forced the tomahawk backward, until the watchword was "Pike's Peak or Bust." Ever westward moved the tide of freedom-searching humanity from the crowded lands of Europe and the centres of population on the Atlantic seaboard, until the West met the East and the continent was conquered from savagery and the vast resources became the storehouses of modern industry.

Most Canadians recognize that the flow of population from Canada to the States has been turned, and we are not now educating our younger generations to become the wealth makers of the country to the south. Our brainy and energetic young are now peopling the growing towns in New Ontario or are aiding in developing the unlimited resources of the Canadian West, and with them are going thousands from the States. Canada is being repaid in double coin for the lending of her sons to the States during the Yankees' growing time.

How many realize, however, that the great bulk of the available land in the United States has been pre-empted and practically all that is left is the cactus-covered desert or the sage-brush prairies, capable of cultivation only at great expense for irrigation? But this is so. The United States will continue to develop its resources. The manufacturing industries in the cities and towns, and the development of the mineral wealth will grow greater and greater as foreign markets are exploited, but it is only at the expense of hundreds of millions of dollars that the vast areas of unused lands in the Western States can be made suitable for cultivation, despite the inventive genius of such scientists as Burbanks, who has changed the thorny ca-

tus of the desert into a nutritious human food.

The United States is a country of great possibilities, but the purpose of this article is to show in some slight measure the promise of the future for Canada. As Sir Wilfrid Laurier has well said, the nineteenth century belonged to the United States, while the twentieth century belongs to Canada.

Trace the history of the movements of commerce, and it will be seen that they have always been eastward and westward. Look back into the first records of history in the cradle of the world between the Himalayas and the Red Sea, and trade will be seen moving westward to Egypt through the valley of the Euphrates. As trade moved westward, the centres of civilization followed, the Mediterranean Sea being the great highway of commerce and centre of industry for upwards of a thousand years. The shutting off of the trade routes to the East by the capture of Constantinople and Asia Minor by the Mahomets led to a desire for new routes to the East, the discovery of America by Columbus being a direct result. The centre of population moved westward, and London rose as Rome, and the Mediterranean ports fell in trade importance. The Atlantic became the great highway, and the exploitation of America commenced. Aided by the marvellous progress of the invention of machinery, history has been made rapidly, and today, only 400 years after Columbus first gazed on the supposed India, America has been conquered east and west by wonderful railroad systems, and the centre of population and commerce is in the United States, while the Pacific Ocean bids fair to challenge the Atlantic as the great highway of commerce. As was said before, the West has met the East.

The world having been circled, the movement will be northward and southward in the years to come, until the whole world will have become as one great city, the fur-clothed native of the



North exchanging his products with the Southerner who lives in a climate where fig leaves are the only articles of clothing nature demands. So long as there is a part of the world undeveloped, commercialism is likely to reign supreme; though the spread of education amongst the masses, the progress of inventive genius and the centralization of industry into trade associations and trusts are great factors in determining what the future of society will be.

In the development of the north and the south, in the new movement of commerce along the lines of longitude, Canada occupies a commanding position. Situated directly north of the greatest hive of industry in the world, where inventive thought is at its greatest development, and having such natural advantages as the greatest chain of freshwater lakes in the world, supplying the greatest water-power known to society, and being located between two great oceans, on one side being the cultured Europeans, and on the other the numberless millions of Asiatics, who are as yet unfamiliar with our type of civilization, Canada undoubtedly is in a most favored location.

South America is more isolated, and while her natural advantages do not appear to be so great as ours, the southern continent is advancing with great strides, the Spanish lethargy having been thrown aside. Argentine is leading the way, and is already a great factor in commerce. The completion of the Panama Canal and the building of the proposed railway running north and south from the United States to the South American countries, will do much to aid in bringing South America nearer the commercial centre. Australasia's isolation and her vast areas of desert land, place her in a similar position to South America, and out of the running for being the centre of capitalistic development. It, however, bids fair to be the home of democracy.

Africa will be a field for commercial development during the next few decades. The exploitation of the South African mines, the building of the Cape to Cairo railway, Cecil Rhodes' dream, and the development of the vast water-power at the head waters of the Nile are but indications of what the future has in store for the dark continent. The vast Sahara desert may be overcome some day, but there are other lines of lesser resistance along which society must progress before the desert waste is needed.

Japan and China cannot be so easily dismissed. Their situation on the Pacific seaboard with the millions of square miles of undeveloped lands of Siberia at their borders, allows of almost unlimited expansion. The building of railroads throughout China will open that country

for development, and the end of this century will certainly see the Chinese taking their place amongst the civilized nations of the world. Combine the forces of Occidental machinery with Oriental industry, give China constitutional government, and her millions of population western education, and civilization will be nearing its climax. Japan provides a yard-stick to measure by. Only half a century ago Japan was in a state of semi-barbarian feudalism, while to-day her people are acknowledged to be the most initiative, her workmen the cleverest, and her warriors the boldest the world has thus far seen. Japan has built warships for the United States and her cotton and jute industries are successfully competing with those of America and England. Her mineral resources are also being rapidly developed, and in the commerce of the future, Japan will take a leading place. A quarter of a century hence will probably see China and Japan leading exporters, rather than importers, of the standard articles of commerce. Our Chinese and Japanese exclusion laws will be found as useless in impeding their movements as Mrs. Partington's broom was in sweeping back the ocean tide.

As to Canada's possibilities—they cannot be properly pictured in this short article; to merely outline them must suffice. A generation ago Manitoba and British Columbia were isolated from the rest of Canada, while the Northwest Territories were only valuable as fur-producing districts. The building of the C.P.R. has united all the provinces, and so important have the ranching and farming industries become, that the Territories are being welcomed into the sisterhood of provinces. Wonderful progress has been and is being made, large cities and towns have arisen as if by magic, but the development has only just commenced. The lifting of the tax exemption on the C.P.R. lands, co-incidental with the erection of Alberta and Saskatchewan into provinces, will open a large acreage of land along the lines of railway for settlement, giving an additional impetus to the growth of population in the new provinces.

The building of the Grand Trunk Pacific will do even more for Canada than the C.P.R. has done, as it will open up the millions of square miles of rich lands lying north of the height of land between the Great Lakes and Hudson's Bay, as well as those in the northern districts of Saskatchewan, Athabasca and British Columbia. The Canadian Northern and James Bay railways will also bring nearer Hudson's Bay and another generation will probably be as familiar with the shores of Hudson's Bay as the present one is with the prairies of the West, while two genera-

tions hence, travelers may be making regular calls at Fort Simpson and Fort Wrigley in the Great Slave Lake region of the Mackenzie District, on a railway route to Dawson City.

The industrial progress of Canada is well evidenced by the increasing number of blast furnaces, the establishment of steel rail mills, coke ovens, and kindred industries at such mining centres as Sydney, Sault Ste. Marie, Fernie, etc., smelters at Trail, Grand Forks, Ladysmith, etc., and varied industries at Niagara and other points in eastern and western Canada, where water power is being harnessed, while the distribution of this power over districts covering hundreds of square miles has been commenced, electric railways and industrial enterprises being thus enabled to operate their machinery at small cost.

Considering the possible expansion along these lines and realizing the immensity of the territory capable of being used as wheat-producing lands once the problem of transportation has been solved by the building of the railroads now under construction, it is safe to say that no country in the world has such bright prospects before it to-day as Canada has; and even if another industrial panic cripples industry in the United States for a period, the effects of the crisis will not be felt as severely in Canada as in the States, owing to the development work being done in Canada; and the new country with such vast virgin wealth which is being brought within reach of those who might be affected by a business depression if the population in the cities had no avenue of escape open for them.

Let us, therefore, realize the blessings of being Canadians during "Canada's growing time" and prepare to be cosmopolitans when commerce shall have conquered the world along the lines of longitude as it has done along the lines of latitude.

#### SELF-WRINGING MOPS.

A year or so ago Tarbox Brothers, Toronto, makers of many specialties, the best known of which is probably their self-wringing mop, found themselves seriously inconvenienced through insufficient equipment. The result was retarded deliveries, with unwelcome disappointments, and sometimes loss of business. Since that this firm have substantially increased their plant, particularly that portion of it relating to the manufacture of their mops, which have achieved not only a national sale, but a sure hold in Great Britain. The numerous virtues of their self-wringing mop are appreciated by both the trade and their users, and once used there is not any return to the old style.



# SOME GOSSIP ABOUT OURSELVES

A Personal  
Talk by  
The Editor

## Retrospective.

A YEAR in the life of a newspaper, as in the life of a business concern, may bring many changes. The past year has been one of much importance to Hardware and Metal as the foundation for material progress and expansion has been laid.

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The most vital development of the year has been the growth of the "machinery" department in the paper into "Canadian Machinery," a 76-page monthly paper devoted to machinery and power interests. This paper may be considered the "first-born" of Hardware and Metal and, like its sire, it has given every indication of solidity and permanence. As a sequence of the establishment of this paper the machinery department in Hardware and Metal was discontinued.

\*\*\*

A development of almost as great importance has been the improvement of the plumbing department and the inauguration of a "monthly plumbing number," which is sent to practically every master plumber and steamfitter in the Dominion. This step has proven satisfactory in every way. The increase in regular circulation among plumbers and steamfitters during the past year has been greater, much greater, than in any previous year of the paper's history. Moreover, the paper has been virtually recognized as the mouthpiece of the master plumbers' associations, local and national, throughout the Dominion. It is now the only paper in Canada which regularly devotes space to the plumbing and heating interests, and the only paper recognized by advertisers as a medium through which to advertise their products to the plumbing and heating trades in Canada. An examination of the plumbing department in this number and a comparison with the plumbing department in this paper a year ago will demonstrate the importance of this department—to the paper as well as to its readers.

\*\*\*

Such has been the success of the inauguration of a monthly plumbing number that at the beginning of the year another step in the same direction was taken, with a view to increasing circulation among retailers who handle hard-

ware, stoves and tinware, contractors' supplies, etc.

The step decided on was to issue once each month an issue of especial benefit to the retail merchant, devoting especial attention to window dressing, advertising methods, office systems and to other details in the management of a hardware store. The number is sent to practically every retail hardware merchant, tinsmith and stove dealer in Canada, with a view to interesting in the paper the comparatively small number of retailers who do not subscribe to it. This step has, we have already found, been appreciated by our advertisers, for though about 95 per cent. of the trade are covered by the regular subscription list, it has been found desirable to reach the other 5 per cent. at least once a month.

\*\*\*

During the last few weeks a department has been added to the paper that seems likely to meet a definite need. A notable development of modern building operations has been the substitution of concrete and metal for wood for many purposes. This means additions to the stock-in-trade of the progressive retailer throughout the country, and also places upon Hardware and Metal the additional responsibility of supplying its readers with information regarding developments in this field. In recognition of this responsibility a page has been set apart each week in which to give news relating to tendencies in building and construction throughout the Dominion.

\*\*\*

Not only in the matter of editorial service has there been expansion, however. The fact that Hardware and Metal is one of six trade papers has enabled its publishers to make wide extensions in circulation canvassing. By constant attention to subscription canvassing the circulation of the paper has been made fully as thorough in British Columbia and in the Maritime Provinces as in the towns closely adjacent to the office of publication. During the last two or three years much attention has been given to export circulation, with the most satisfactory results. Last week one advertiser reported a carload order from South Africa, resulting directly from an advertisement in one of the papers. Such orders have been steadily growing in frequency and importance.

A couple of months ago Mr. John Cameron, the oldest subscription and advertising solicitor of the company, left for a trip through the West Indies on behalf of the papers. The success of the trip, from the subscription standpoint, has been remarkable indeed. Each report has brought in from thirty to fifty subscriptions. In fact the number of subscriptions secured has been so large that Mr. Cameron found it necessary, before his trip was half over, to send for a second supply of subscription order blanks, though he took with him what was considered enough to last through the trip. In this way is the connection and influence of Hardware and Metal growing on foreign markets as well as throughout Canada.

\*\*\*

Competition is never feared by a paper that covers its field thoroughly and fairly. Hardware and Metal has in the last four years "been up against" competition in both the plumbing and hardware field. In 1901-02 an attempt was made by one of the most aggressive publishing houses in the United States to start an exclusively plumbing paper in Canada; in 1903-1904 a vigorous attempt to start a second weekly hardware paper was made. Both of these efforts failed for the same reason, viz., that Hardware and Metal covered its field so thoroughly that it retained the support of the retail hardwareman from one end of the country to the other. At the end of 1904 the subscription list was larger and its advertising patronage more representative than at any other time in its history. To-day this is the only weekly paper in Canada devoted to the hardware trade, and the only paper regularly read by master plumbers and steamfitters of Canada.

## Prospective.

It is with faith and enthusiasm the publishers of Hardware and Metal look forward to the future for the paper. Its circulation, both at home and abroad, is larger and more important than ever before; its advertising connection stronger and more representative, its editorial staff, though stronger and more capable than is customary on papers of equal size, will have the assistance during the year of several writers who have promised a series of articles dealing with business problems and vital technical matters in connection with the trade.



# H. S. HOWLAND, SONS & CO. LIMITED

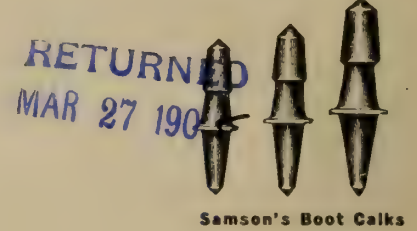
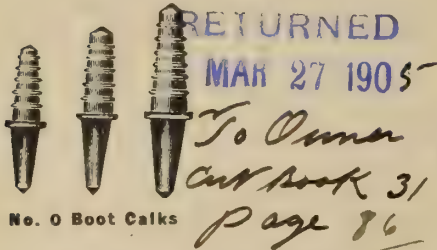
HARDWARE MERCHANTS

Wholesale  
only

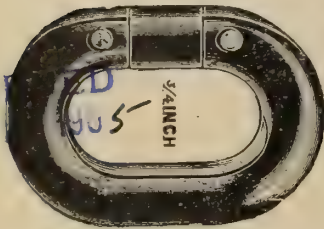
138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

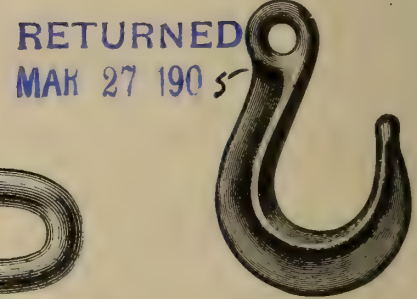
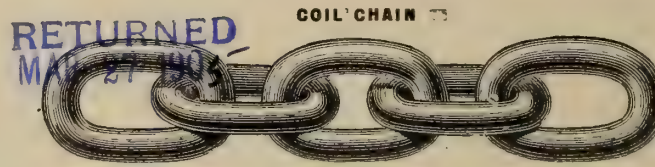
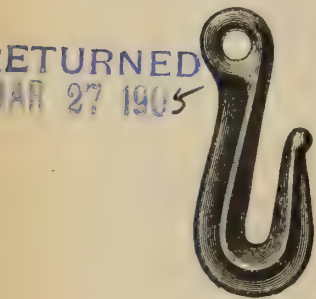
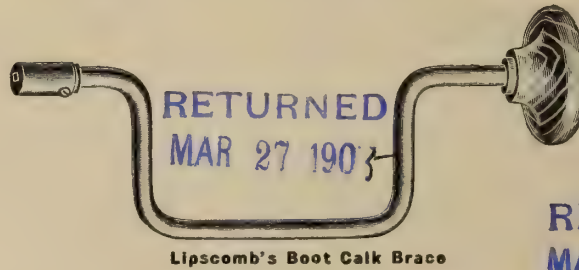
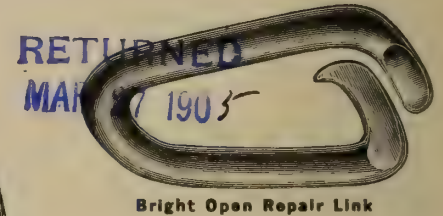
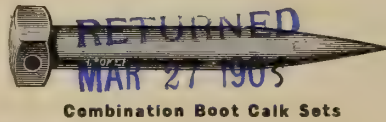
## Boot Calks



## REPAIR LINK

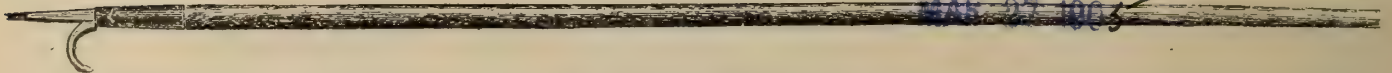


## CALK SETS

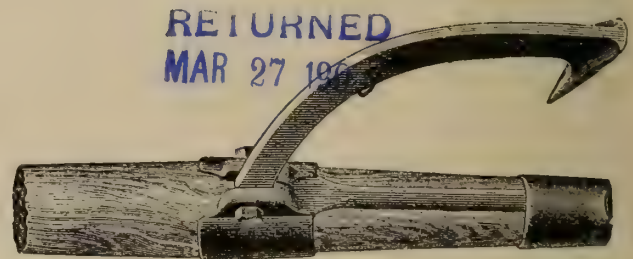
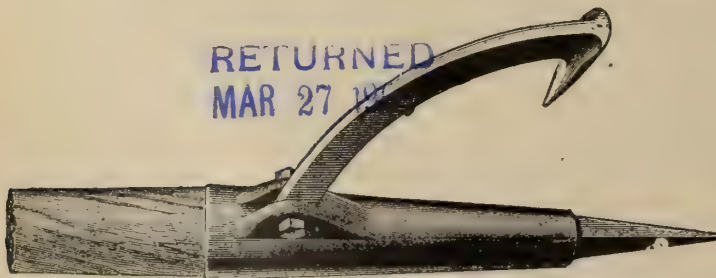


## COIL CHAIN

## Pike Poles



## Cant Hooks and Peavies



# H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

Our prices are right

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly.



March 25, 1905

HARDWARE AND METAL

# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale  
Only

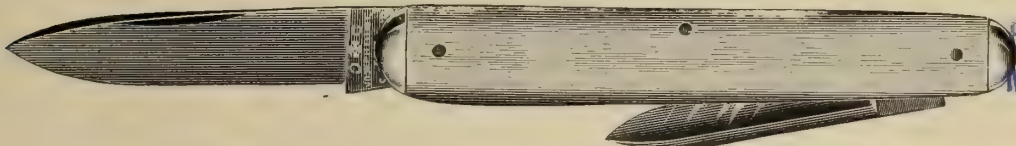
138-140 WEST FRONT ST., TORONTO

Only  
Wholesale

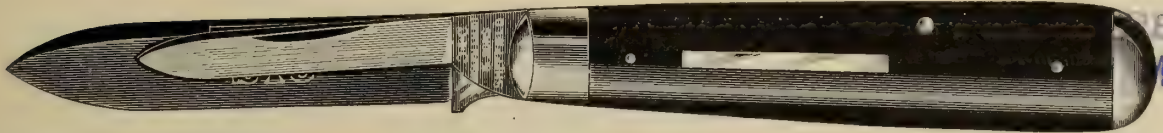
The Leading Cutlery House of Canada



No. 1392.  $\frac{5}{8}$ -inch ; Black Oval Handle.



No. 4005.  $3\frac{3}{4}$ -inch ; Two Blade ; Pearl Handle ; Brass Lined ; G. S. Tipped.



No. 426.  $3\frac{3}{4}$ -inch ; Two Blade ; Buff Handle ; G. S. Bolster and Cap ; Brass Lined.



No. 0130.  $5\frac{3}{4}$ -inch Table Knife ; Celluloid Handle ; Hand-Forged Blade.



No. 04170. Butcher Knife ; Rosewood Handle.



No. 04217. 9-inch Blade ; Stag Handle ; E. P. German Silver Cap and Ferrule.

FOR FULLER ASSORTMENT SEE OUR CUTLERY CATALOGUE.

You cannot expect to do a large cutlery business unless you are in a position to show a well-assorted stock at right prices. We who are recognized by the trade as the leading cutlery house of the Dominion, carry the assortment you require.

Give us a chance to prove this assertion by sorting up your stock.

## H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

GRAHAM NAILS ARE THE BEST.

We ship promptly.

Our prices are right.

Factory: Dufferin Street, Toronto, Ont.



# Business Management.

## A Suggestion in Regard to the Treatment of Bad Debts.

Not every business, notwithstanding precautions used in the credit department, there are unavoidably more or less bad or doubtful accounts. As soon as an account is handed to a solicitor or to a collecting agency for collection (or a claim is filed in case of an assignment) it should be transferred to a separate section in the ledger provided for this purpose, or if the card ledger is used, the cards should be transferred to a separate section in the cabinet. Full particulars regarding the plan of collection, the assignee, the proposed settlement, or any other useful information may be written on the account in red ink.

About a month before closing the books these accounts should be looked over carefully and all information possible obtained in order that a fair amount may be written on for "Bad Debt."

It would be found advantageous to have a special file for keeping records of statements and letters received from assignees and solicitors, or proposed settlements, etc., as usually it is difficult to file away such material so that it may be readily found when desired.

The file may be indexed alphabetically and all matter pertaining to a certain account filed together under the proper letter.

## A Suggestion to the Retailer in Regard to Accounts Payable.

When invoices are received from the wholesale house, the goods are usually checked off and prices and discounts approved. A box file indexed alphabetically will be found a very convenient article in which to file these invoices until required to check up the monthly statement when received. It is not necessary to perforate invoices when filed in this manner and instant reference may be made at any time. If, as in the case of a small store, it is not deemed advisable to open up purchase accounts with each concern from which goods are bought, the invoices may be attached to statement when the account is settled and the net amount charged to "Merchandise Account" or "Purchase Account."

## What the Inexperienced Stenographer of To-day Lacks Most.

There is a tendency when a young person goes to a business college to study shorthand and typewriting to overlook the fact that some of the most important

features of a business letter are punctuation, spelling and arrangement of matter. Now, is the business college at fault, for a great deal of time is devoted to all these subjects, but the student seems to have a strong impression that the school last attended has done all that is required for this branch of his education. The stenographer should endeavor to grasp the meaning of the letter and the thought which the writer desires to convey, paragraphing and punctuating correctly, as a comma inserted here and a period there, where neither should appear, will alter the meaning entirely.

## A Few Don'ts on Correspondence.

1. Don't say "Enclosed please find—" say "Enclosed find."
2. Don't forget to refer in your answer to date of correspondent's letter.
3. Don't send out letters or packages with insufficient postage. It is annoying to the recipient to be obliged to pay postage on your letters.
4. Don't get into the habit of writing a particular class of letter in one way. There are several ways—it depends entirely upon the individuality of the man.
5. Don't forget to enclose a stamped envelope when asking for information.
6. Don't repeat your statements. Repetition is a waste of time.
7. Don't use long words or obscure expressions. Cultivate simplicity.
8. Don't write on both sides of the paper.
9. Don't be too brief. Write enough to convey the meaning you desire.
10. Don't forget to be courteous. A discourteous letter meets with disastrous results.
11. Don't write a letter while in a temper. If necessary to write it at all, give vent to your feelings, read it over carefully and then it will probably be consigned to the waste basket.

## The Argumentative Clerk.

There is no man that I cordially dislike more than the argumentative clerk, he who always knows better than you what you want, who understands merchandise much better than you and insists on reminding you of that fact.

I watched one the other day. "My dear man," he was saying to a customer that did not think a pair of gloves fitted him, "I know more about gloves than you do."

One of the largest shoe concerns in this country is hurting its own trade considerably by the policy of always selling a pair of shoes whether they fit

or not, whether they are the style wanted or something very different. Their clerks are instructed from headquarters to make a sale at all costs, to persuade and argue with customers until they get the cash. They dissatisfy a great many that they succeed in selling to, and offend a great many who refuse to be deceived.

The clerk and the customer do not stand on equal terms. The clerk is in his place to please the customer, to serve him properly and to have respect for his views and even his whims—to make purchasing a distinct pleasure rather than a disagreeable task.—The Bookkeeper.

## A Suggestion for a Vest Pocket Memory.

You had to return to the house for your keys.

You had to go back to the office for those papers.

After closing your desk you had to open it for that package.

A note is due on Friday. You forget it. Midnight, Friday, you awaken in a cold sweat.

You are to telephone Jones at one o'clock; you think of it at three.

A letter to be mailed at noon on your way to lunch. Do not think of it until you get back.

You meet Smith by appointment, talk, and upon your return find out you forgot the very thing you wanted to discuss.

No, your memory is all right. You simply have too many little things to think of.

A remedy? Yes. Whatever you can do, do immediately.

If a book is to be taken home from the office put the book in your pocket right now. If it is a paper from home to the office, put the paper in your coat right away. If you cannot put the thing itself in your coat, pin a card or memo to your coat.

Don't delay. You will forget it in a minute and it may be 24 hours before it occurs to you again.

At the office have a card in front of you—staring you in the face. There it is and you cannot get away from it—carry it in your pocket when you leave your desk.

Combine the recollective faculty and the memo. Make the memo immediately and accustom yourself to consulting this memo.

Shift the little things from your memory to your memo. Then your mind will be free to consider the important matters and you will recall them at the right time.



**WHY** struggle to sell heavy cumbersome Cast Iron Hollow Ware when you can buy

**DAVIDSON'S** **RETURNED JUN 29 1905**  
**COLONIAL and**  
**PREMIER Brands**  
 OF  
**Enamelled**  
**Steel Ware**



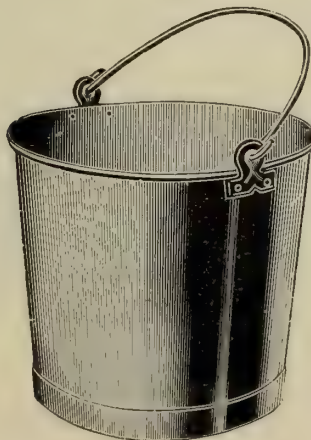
*Attractive in Color,  
 Smooth in Finish*  
**Light, Compact  
 and Cleanly**  
*Carefully Packed  
 in Light Crates*

A trial order will convince you which sells best.

**"Hercules"**  
**Dairy Pails**

made of 1XX tin with extra heavy pressed, retinned, Hercules bottoms. Made in

**One Size only, 14 quarts.**  
**Strong and Durable.**  
**Will Not Rust.**



We supply every need for the

**Dairy,** **RETURNED JUN 29 1905**  
**Kitchen,**  
**or Tinsnop**

*In*  
**Tinware, Sheet Iron and**  
**Steel Ware, Galvan-**  
**ized Ware, Copper**  
**Ware, etc., etc.**

**RETURNED JUN 29 1905**  
 To Owner  
 Cut Book 37  
 Page 19



**Ice Cream**  
**Freezers :**

*AW* **The "American Twin"**

**2 in One**

Freezes two flavors at the same time.

**"Lightning" Ice**  
**Cream Freezers**

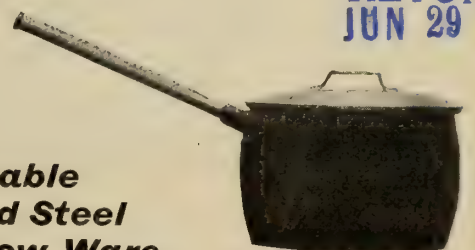
*in all sizes—*  
**from 1 to 20 quarts.**

Something  
New

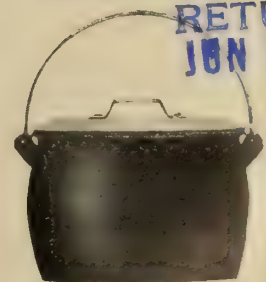
**Unbreakable**  
**Tinned Steel**  
**Hollow Ware**

*Made of*  
**Extra Heavy Steel**  
**Tinned Inside**

**Much Lighter**  
*than Cast Iron*



Sauce Pans, 1 to 8 quarts



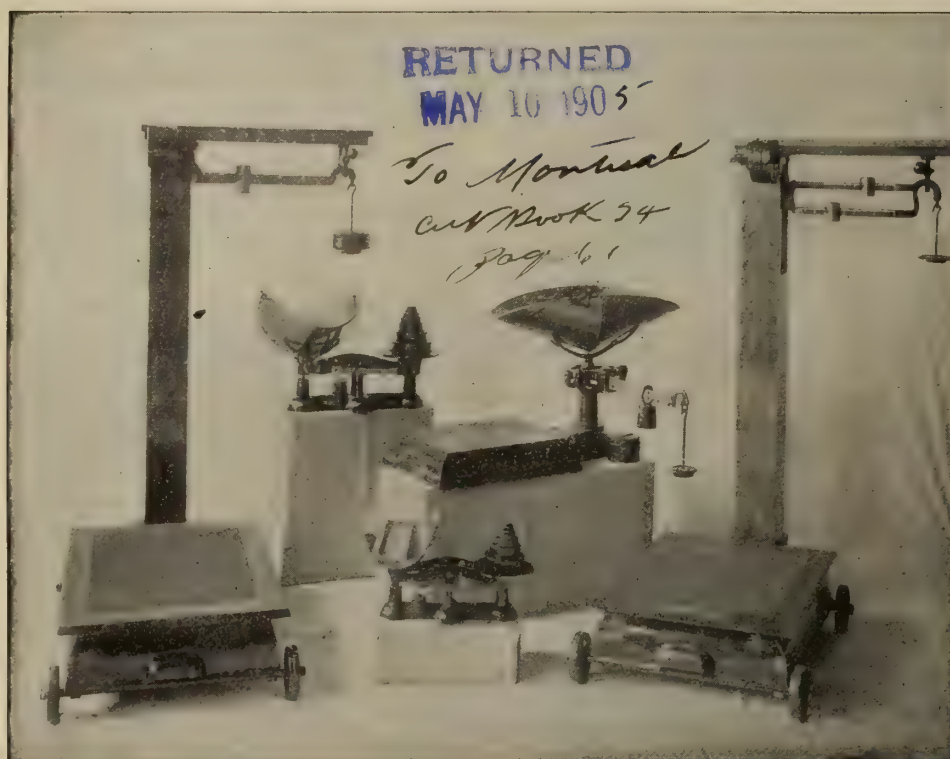
Round Pots, 1 to 18 quarts

**"Refrigerators," "Oil Stoves," "Camp Stoves,"**  
**"Green Wire Cloth," "Fly Traps," etc.**

**The Thos. Davidson M'f'g Co.**  
**MONTREAL**  
*Limited*



# Hardware Dealers—Attention!



Recognizing the demand for a cheaper grade of scales than Fairbanks' "Standard" for domestic and farm use, we offer:

The "Crown" Even Balance

The "Richelieu" Union Scale

The "Dominion" Platform Scale

These styles are well finished, and are excellent scales.

Write for lists and special prices.

## Here's a Scale for the Hardware Counter

This scale has been constructed to combine great convenience with a very handsome appearance. It is finished in black enamel with nickel-plated double beam. Weighs up to 250 lbs., and can be used with or without scoop. This scale is very sensitive and accurate, and will pay for itself in a short time.

---

**A Fairbanks Scale "Serves You Right"**

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## THE CANADIAN FAIRBANKS CO., LIMITED

MONTREAL

TORONTO

VANCOUVER

WINNIPEG



# DEALERS AND THEIR STORES

By Weston Wrigley.

THE retail store of modern times is a vastly different institution than the store of one or two generations ago. If we could stop the clock and turn the hands back to the days of our fathers the picture presented would be unrecognizable by the man who is used to doing business in the up-to-date stores of to-day, fitted with Bennett boxes and the other conveniences procurable by the dealer who is alive to the advantages of modern business.

Let it not be inferred that the stores of our fathers have all passed into history—some still remain as historical relics, and the fire fiend, realizing the necessity of society having mile posts to note the evolution of industrial progress, takes the other side of the street on most occasions. But the number of stores where the lounge's roost and the loafer's pillow were fixed institutions are growing fewer and fewer, and in their stead are being established hardware stores, the interiors of which are artistically and systematically arranged to display the goods carried in stock, the shelves being enclosed in box work on which samples are shown, and the windows and other display points being used to the best advantage—the whole making the hardware store of to-day more akin to and as inviting for ladies to enter as a jewelry establishment, rather than the blacksmith shop-like memory of the past.

## A PICTURE OF THE PAST.

Imagine yourselves back in the days when nails were made by hand, and the blacksmith made all the horseshoes he used. Picture in your mind the hardware shelves of those days, and the small variety of goods shown, together with the poor method of displaying them. Remind yourselves of the old methods of retailing, and then gaze on the interior of an up-to-date store of to-day, pick out the lines which have been invented in the lifetime of your clerks, note the advanced methods of display and the new kinds of tools used in the workshops,

and the vast difference between the past and the present will be clearly shown.

The future is not an open book to us, and the writer will not attempt to portray the hardware store of 25 or 50 years hence. The evolution of industry has brought many changes, and it will continue to bring more. Business is centralizing, trusts are merging, new tools and machines are being invented, rural mail delivery and parcel post schemes are being mooted, departmental stores and catalogue houses are spending millions in printers' ink, and numerous

ideas into practice. And the man who to-day thinks that present success assures his future, and who tries to travel on his reputation is as destined to failure as a Marlin rifle is to kill. His future can be read without the aid of a gypsy fortune-teller.

The dealer who best stands a chance to succeed in the future is the one who is progressive, studies the trade conditions, reads his trade paper and joins his trade association. If he combines these good qualities he is certain to adopt such modern methods as will bring dollars



A Hardware Store of To-Day.

other influences are at work which will have a bearing on the society of the future. If each one of us is to have a say in what the future is to bring forth we must be up and doing—we must study the evolution of the past and endeavour to mold the coming years in the manner in which it best suits our interests.

Although the retailer of a generation ago may have carried around with him the left hind foot of a rabbit killed in the dark of the moon, it availed him little, and his store failed to draw customers unless he brushed up his brain as well as his clothes and put up-to-date

to his till and success to his name. He will be courteous to customers and appreciative of good service by his employees. He will depend on his own exertions and be honest in his business dealings, realizing that success without a clear conscience is, in fact, a dismal failure. And he will push for business in every possible, legitimate manner, and, having made sales to customers, will make good any loss occasioned by selling goods which are not as represented.

Retailers are largely dependent upon jobbers and manufacturers, and should



always place their patronage with the legitimate hardware trade. In numberless ways the friendship of the wholesaler is of advantage to the local dealer, and neither can exist without the other in these strenuous days of competitive commercialism. And by largely confining one's business to two or three houses the retailer will have friends with strong interests behind him if the day of adversity arrives. It should also be remembered that while the chief mission of the drummer is to sell goods and gather in dollars for his employer, he can also be made of great service in telling of what Adams & Co. are doing in Podunk, or Black & White are doing in Oshkosh. The commercial man can often give a timely suggestion, and the retailer should not hesitate to take advantage of the progressive ideas of others.

Read the advertisements of other stores and criticise the points which do not appeal to you. Notice how each advertiser describes the goods he offers, and endeavor to construct your advertisements in a more entertaining style. Take a run around town occasionally and size up the arrangement of other stores. See if there are not points which cannot be adopted to advantage to give your place of business a modern appearance. Take some of the paint and varnish off the shelves and spread it over the parts where it is most needed to brighten up the counter and store. And leave plenty of floor space for customers to use without tumbling over kegs of nails or other impediments.

Most important of all is the financial end, and strict attention should be given to keeping the books in up-to-date style. To be successful, a dealer must not only be able to sell goods—he must see that he gets paid for what he sells. The best method of all is, undoubtedly, the plan of paying cash for all goods purchased and demanding spot cash for all goods sold. This is one point where the departmental stores and catalogue houses have a decided advantage over other business men who do business on the credit basis. When a dealer sells goods on credit he lends money without security and without interest. The banker will not lend money without interest and gilt-edge security, and it should be equally absurd for a retailer to be asked to lend his goods unless the cash equivalent is tendered.

Business, however, is on a credit basis and cannot be changed without an organized effort. If a dealer must give credit he should collect as he pays ra-

ther than pay as he collects. The long system of credits is an absolute folly, and is harmful alike to the local dealer and the jobber. Another financial matter is that of price cutting, the two-edged sword which cuts into the vitals, not only of the price-cutter's competitor, but of the price-cutter himself. It has been well said that "it is the dull salesman that cuts the price, just as it is the dull razor that cuts the face. It is the misfit merchant, ignorant of fixed costs and proper profits, who demoralizes business in his trade or vicinity, while he is digging his own business grave. And when the sheriff auctions off his goods they, too, continue to exert a harmful influence on the trade until the last dollar's worth finds its way into the hands of consumers." The truth of this should be patent to all.

Every dealer must decide upon the departments to give special attention to. An all-round store, kept in first-class style will attract customers, and careful treatment will hold them. But this is an age of specialists, and many successful hardware dealers have built up their success by devoting their energies to making a reputation for their store as the best in town for some line, be it builders' supplies, mechanics' tools, cutlery, heating and plumbing, or stoves and tinware. Others have taken up silverware and some even have made a specialty of spectacles and eye-glasses.

#### A PROGRESSIVE TORONTO STORE.

One Toronto store which has adopted the departmental method and which, while still a strictly hardware store, is successfully competing with the large departmentals, is the Russill Hardware Company, who appropriate \$5,000 annually for advertising. Their advertisements are sufficiently familiar to all readers of Toronto papers to need elaboration at this time, but it is safe to say that this company's three delivery rigs, covering Toronto and suburbs, carry as much strictly hardware business as do the rigs of the large departmental stores. The methods adopted by this company will bear study by any dealer who can conveniently look over their premises.

Their store is about 30x120 feet, with an extension in the rear of another 100 feet, while above are warerooms. The store interior is systematically arranged, each counter being devoted to one class of goods and each being in charge of a clerk who is responsible for the successful management and the showing of a profit of his department. Above twenty men are employed, and such labor saving devices as a complete office telephone system to each department are employed to facilitate business. The windows are always kept well dressed with season-

able goods, and although the store is located in an out-of-the-way district for city trade, the progressive methods used bring the business.

#### THOROUGHLY MODERN STORE.

The illustration given with this article shows the retail store in the new building erected by Hammacher, Schlemmer & Company, of New York. It is a hardware store of to-day, which possibly gives an insight to the store of the future, and at first glance might easily be mistaken for a jeweler's display room. The display of samples in the showcases, on the counters, and on the silent salesman, could hardly be improved upon, while the stock not thus shown is kept in the sliding boxes and drawers arranged around the walls and under the counters. A sample of the contents of each drawer is secured to the front of it, and on the side of the drawer is a printed label designating the floor upon which the surplus stock of the article contained in that particular drawer is kept. No looking up books, lists, etc., or asking questions; right on the side of each drawer is marked the location of the over stock. As there are speaking tubes, telephones and two dumb-waiters connected with each floor, there is but little loss of time in filling orders from the over stock. Two small rooms are also partitioned off on this floor. In the one are samples of household hardware, conveniently arranged so that one may in a very short space of time see all the newest styles of hardware for a house, from the knocker for the front door to a latch for the back gate. The other room is laid out as a sort of amateur's paradise, with benches, tools, a lathe, scroll saws, etc.

There are many Canadian stores with less floor space which are as tastily arranged. The larger the volume of business the greater the opportunity of the dealer to improve the store arrangement. This to some extent accounts for the best-arranged stores being in the large centres of population, although some of the most tasty interiors the writer has seen have been in the smaller towns in Ontario and Western Canada.

#### A SEASONABLE LINE.

Builders' hardware is very much to the point now or will be very soon. As soon as the building season opens there will be a call for everything in this line. Many dealers keep in touch with the architects and contractors of their city, thus finding out just who is going to build and what he will want in the way of builders' hardware. This gives them a chance to figure on the bill early.



# Have you any call



## FOR BRASS STAMPED LABELS?

We make these goods in all sizes and designs to order. Let us have your enquiries for Stamped Brass Goods, such as:

Curtain Rings and Hooks,  
Mill Band Fasteners, etc.



We will be glad to quote for special lines or submit samples of regular lines.

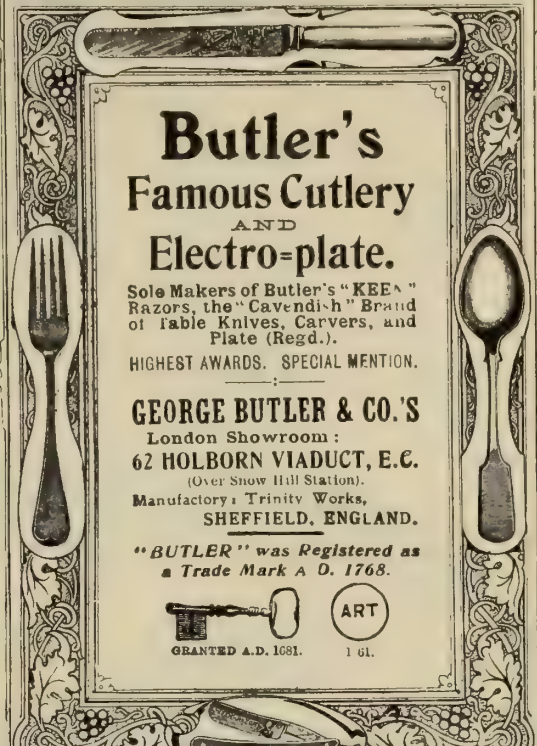
LOOK FOR THIS TRADE MARK—

### J. Nicklin & Co.,

Canadian Agent,  
F. P. ROGER, Carlaw Bldg., TORONTO



BIRMINGHAM, ENG.




## Butler's Famous Cutlery AND Electro-plate.

Sole Makers of Butler's "KEEA" Razors, the "Cavendish" Brand of Table Knives, Carvers, and Plate (Regd.).

HIGHEST AWARDS. SPECIAL MENTION.

**GEORGE BUTLER & CO.'S**  
London Showroom:  
62 HOLBORN VIADUCT, E.C.  
(Over Snow Hill Station).  
Manufactory: Trinity Works,  
SHEFFIELD, ENGLAND.

"BUTLER" was Registered as  
a Trade Mark A. D. 1768.

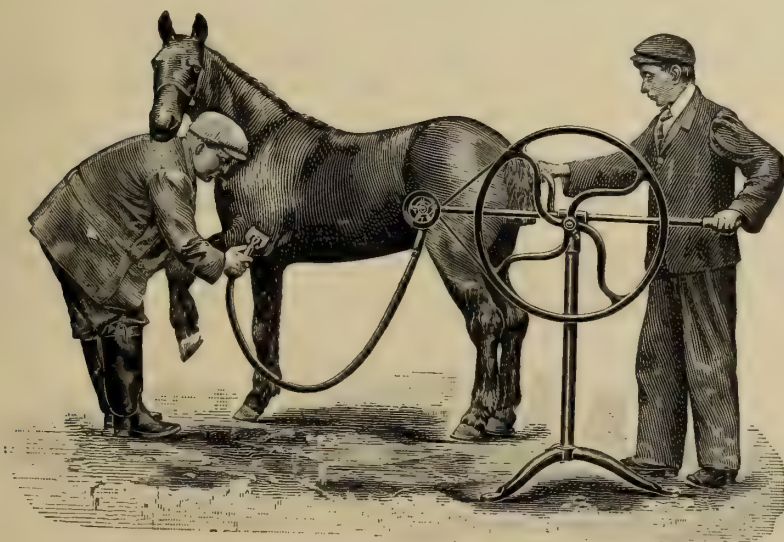


ART

GRANTED A.D. 1681. 161.

# BURMAN'S CELEBRATED CLIPPERS

## Bown's "Newmarket."



### THE "NEWMARKET" POWER CLIPPER

For excellence of design and superiority of workmanship, the "Newmarket" Power Clipper stands supreme.

THE KING  
OF  
CENTRE-  
ADJUSTMENT  
CLIPPERS  
STILL  
REMAINS  
UNSURPASSED  
AFTER  
A RUN OF  
NEARLY  
**THIRTY  
YEARS**

Patented 1874.



The Improved  
B PATTERN  
"NEWMARKET"

may now be obtained  
from all jobbers.

DETACHABLE  
PLATES  
IMPROVED CAP  
WITH LONG BEAR-  
ING  
RIGIDITY AND  
EASY RUNNING  
ACCURATELY  
MACHINED AND  
PERFECTLY  
FITTED

All parts  
interchangeable.

Manufactured solely by  
**BURMAN & SONS LIMITED**

## BURMAN & SONS LIMITED,

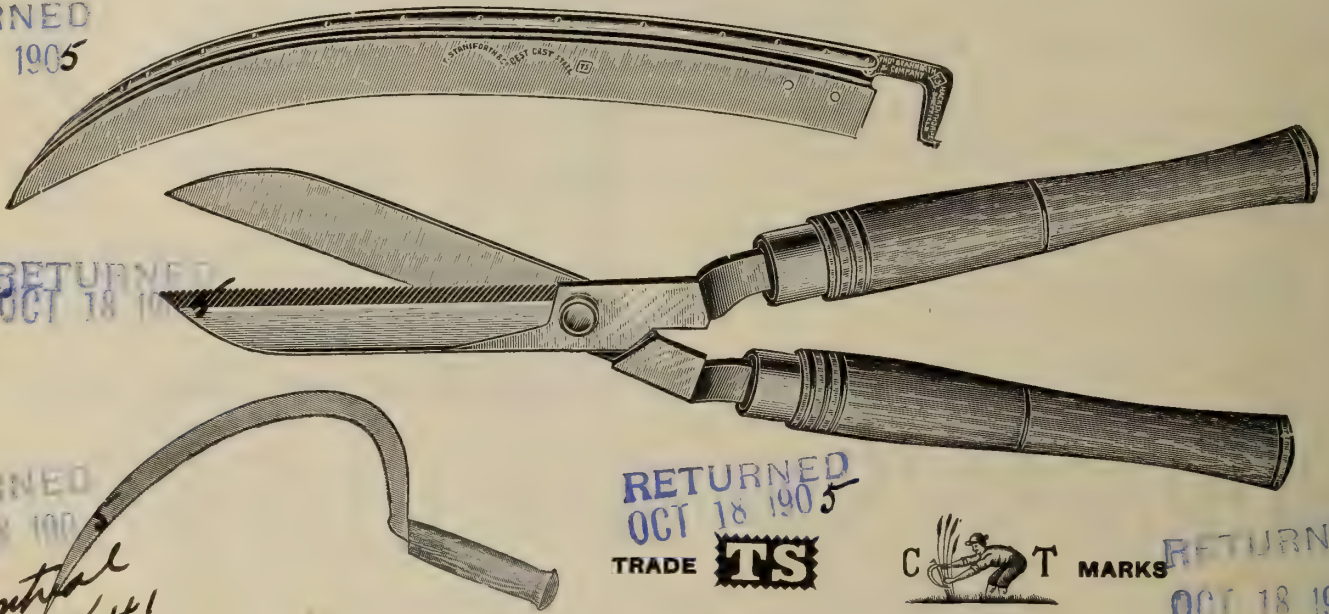
## BIRMINGHAM, ENGLAND



# I CAN'T BUY YOUR GOODS.

A PROMINENT Hardwareman once said to me, "I can't buy any more of your goods—too dear; can buy ROLLED Steel Shears at HALF the price and sell them at the SAME PRICE as yours. They are not so good, but they LOOK the SAME and there is more MONEY in them."

If Y U sell this class of goods, next time your customer wants to BUY, he will have this CHALKED up against you and will "pass by on the OTHER side."



When you buy shears, take no chances, see that they are stamped "HAND FORGED" and have the name

## Thos. Staniforth & Co., SHEFFIELD

on them, then you KNOW your REPUTATION on this line is SAFE.

Ask your jobber for them. If he cannot supply them write

**JAS. S. PARKES,**

**446-448 St. Paul St., MONTREAL**

and he will tell you where to get them.



# THE WIRE INDUSTRY

## Directions for Splicing Wire Rope.

**W**IRE rope is susceptible of the most perfect splice. A better splice can be put in a wire rope than in any other kind of rope, for the simple reason that it is made with a view to this purpose. It has just the desired number of strands, namely, six, and a hemp core, which provides a place for fastening the ends. It is a plain, simple process, and but the work of an hour for any one to learn.

### THE NECESSARY TOOLS.

A hammer and sharp cold chisel for cutting off ends of strands; a steel spike

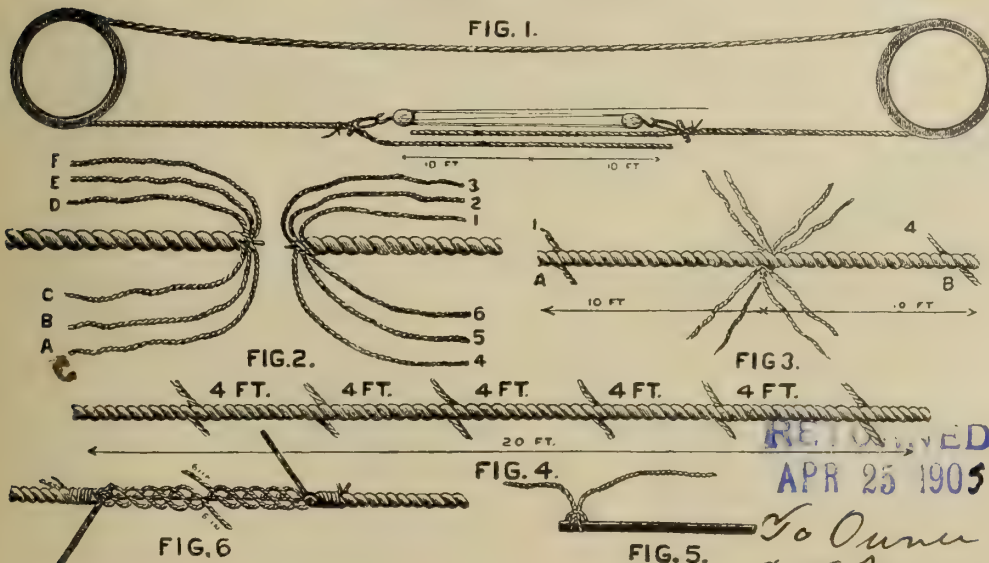
piece of chalk, or by tying on a small string. Now proceed to put in the splice, with the blocks remaining taut when it is necessary, but the better way is to remove the blocks, throw off the rope from the sheaves, let it hang loose on the shafts, and proceed with the splice on the ground, floor or scaffold, as the case may be.

Second—Unlay the strands of both ends of the rope for a distance of ten feet each, or to the centre mark as shown in Fig. 2; next cut off the hemp cores close up, as shown in Fig. 2, and bring the bunches of strands together so that

of the first set. Next, with 5 and E, stopping as before; then with C and 3; and lastly with 6 and F. The strands are now all laid in, with ends four feet apart, as shown in Fig. 4.

Fifth—The ends must now be secured without enlarging the diameter of the rope. Take two rope clamps (See Fig. 5) and fasten them to the rope, as shown in Fig. 6. Twist them in opposite directions, thus opening the lay of rope. (See Fig. 6.) Next, with a knife cut out the hemp core about six inches on each side. Now straighten the ends and slip them into the place occupied by the core, then twist the clamps back, closing up the rope, taking out any slight inequality with a wooden mallet. Next, shift the clamps, and repeat the operation at the other five places, and the splice is made.

Showing Detail of Rope Splice.



for opening strands; two pieces of heavy tarred marline or thin rope, with sticks; a pocket knife for cutting the hemp core; a wooden mallet and block. (See Fig. 5 for untwisting rope.)

First—Put the rope around the sheaves and heave it taut with good block and fall. The blocks should be hitched far enough apart so as to give room between to make a twenty-foot splice. A small clamp may be used to prevent the lashing from slipping on the ropes where the blocks are hitched. Next, see that the ropes overlap about twenty feet—about ten feet each way from the centre, as shown by the dotted lines in Fig. 1. Mark the centre of both ropes with a

the opposite strands will interlock regularly with each other. See Fig. 2.

Third—Unlay the strand A, and follow up with one strand of the other end, laying it tightly in open groove made by unwinding A; make twist of the strand agree exactly with the twist of the open groove. Proceed with this until all but six inches of I are laid in, or till A has become ten feet long. Next cut off A, leaving an end about six inches long.

Fourth—Unlay strand 4, of the opposite end, and follow with strand D, laying it into open groove as before, and treating this precisely as in the first case. See Fig. 2. Next, pursue the same course with B and 2, stopping four feet short

### LONG RUNNING SPLICES.

If the rope becomes slack in time and runs too loose, a piece can be cut out and the rope tightened up. This will require a piece of rope about forty feet long and two splices, one splice to put on the piece of rope, and the other splice to join the two ends together.

The splices for running ropes are all of the kind known as the long splice, and should be put in twenty feet long. The size of the rope is not increased or diminished, or the strength of the rope perceptibly weakened by this splice, and after it has been run for a day or two the locality of the splice cannot be detected by the most careful examination.

The diagram of splices fully illustrates the manner of splicing in all its stages, from beginning to end, and by a little study of these diagrams and carefully following the directions, any man of ordinary genius can make a successful splice on first trial.

### TO GET THE LENGTH OF ROPE TO BE SPLICED ENDLESS.

In cases where the endless rope cannot be forwarded spliced ready to go on. The B. Greening Wire Co., Hamilton, can furnish ropes ready spliced by giving the exact distance from centre to centre of shaft, and the exact diameter of wheels



on which the rope is to run. This measurement can be got best by stretching a wire from shaft to shaft, marking the distance from centre to centre of shaft, and carefully measuring the wire.

In cases where the endless rope cannot be put on, the rope has to be put around the sheaves, hove taut by pulley blocks, and the splice made on the spot. See Fig. 1 in diagram of splices.

### The Making of Wire Nails.

The following description of the process of manufacturing wire nails, as given by a retired nail maker, may be of interest to a great many handlers and users of nails.

The rods, which are first obtained by previously heating and rolling steel billets to a smaller size, from one-fourth to five-eighths inch round, according to size of wire desired, are first taken to the pickling department.

These rods are received in coils of about two to three feet in diameter, which facilitates the handling of them. The pickling vats consist of boshes, or tanks, filled with sulphuric acid, which immediately attacks the surface of the steel, removing the scale, dirt and other surface imperfections which would have a tendency to make the surface hard in spots.

After being removed and dipped in a tank of water and dried, a coating of lime is added, in order to check further reaction. Thus prepared, the coils are transferred to the wire-drawing department, where they are placed, one at a time, upon a reel situated upon the floor in front of the drawing bench.

This being done, and the proper drawing plate being placed in position, the end of the rod, which is thin or has been pointed in a pointing machine consisting of a pair of rolls, is inserted as far as possible through the hole of the die plate. These plates consist of the hardest crucible steel, with small holes punched out of them, which have been thoroughly dressed to the exact size of wire desired, the holes gradually tapering from the front to the back, which permits reducing the wire slowly and uniformly.

To go back to where we left the end of the wire inserted in the large side of the hole, the next move is the gripping of the small end of the wire which projects from the opposite side of the die with a small pair of dogs, or nippers, attached to the revolving drum on the bench, which pulls the wire through the

die. When a sufficient amount has thus been drawn to enable the end to be fastened directly in the vise attached to the drum, the drum is revolved by machinery operated from a revolving shaft beneath.

As the wire is pulled through the dies, which reduce it to the size of the hole in the same, it is wrapped round and round the drum. When the coil has thus been treated it is removed from the drum and placed to one side, either to be drawn to a smaller size or to be sent directly to the nail department.

As the drawing process has a great tendency to give the wire a hard, tough surface, it is usually annealed before a second drawing. This softening, or annealing, is performed by placing the coils in a suitable furnace, where they are heated to a dark cherry-red color, after which they are slowly cooled, the result being as before stated. When sufficiently reduced for the proper size nail, the coils are taken to the nail department, where we find machines of all sizes arranged in many long aisles. As was done in the drawing department, the coils are placed over a reel located on the floor in front of the machine. The first step thus being taken, the operator next places the wire between the rollers on front portion of the machine and between the dies beyond. Then the machine is started, the wire, being gripped by the before-mentioned dies, is pulled through the rollers, which are so set as to straighten the wire, and pushed to a specified distance through another die. This die is naturally grooved to the size wire used, the portion nearest the back being cut away to size and shape of the bottom portion of the head.

As the wire projects a fraction of an inch beyond this die, a ram on the back of the machine is forced up against the before-mentioned die, forming the projecting end of wire into the head of the nail. As the ram recedes, the grip on the front of the machine relaxes its hold and flies back to grip another portion of the wire, pushing it into place, while a pair of sharp dies just back of the heading pair meet and cut the headed piece of wire from that of the new one, the cut being of the proper shape and size. As this is done another piece of mechanism throws the cut nail into a pan beneath.

The operation is instantaneous, the average machine making about 300 nails per minute when one nail is being made

at a time. Some of the machines are able to make two, three or four nails at every stroke.

After dropping into the pan small adhesive pieces, which the snears were unable to cut entirely when forming the point, are found to be on the nails. To remove these as well as to polish the nails, they are taken and placed in a tumbling barrel, with a certain amount of sawdust. The barrel is then closed and revolved for several hours. Upon removal they are taken and packed into kegs and made ready for shipment.

### Wonderful Looms.

One of the most interesting pieces of automatic machinery in use to-day is the loom used in the large woven wire fence factories. A loom in the factory of the Page Co., Walkerville, takes the wire from the spools, coils it, attaches the cross wires with the separate staples at each intersection, wraps the top and bottom ends of the uprights, measures and winds up the completed fencing into a neat, compact bundle, all at the rate of from 1 1-2 to 2 rods per minute. No wonder that woven wire fencing is sold so cheaply, and is used in such large quantities on every farm and railroad in the country.

### Wire in Canada.

More than 6,000 miles of land telegraphs and sea cables are in operation in the Dominion of Canada. The beginning of the year showed a total of 6,584 miles of completed lines, with 299 offices. The Government system consists practically of three blocks. One block connects Quebec with stations at the Atlantic end of the St. Lawrence, with stations eighty miles beyond the Canadian boundary, in Newfoundland, and with stations in Labrador, at Chateau Bay, opposite Belle Isle in the Straits of Belle Isle. A cable proceeds southwardly by way of the Island of Anticosti and the Magdalen Islands to Cape Breton, with branches in Nova Scotia and New Brunswick. Another block serves the boundary of the great territories of Assiniboia and Saskatchewan. The third block extends from the southern section of British Columbia north beyond Dawson City in the Yukon, with a branch from the main line to Port Simpson on the Pacific coast below the Alaskan strip of the United States, with a spur to Aberdeen on the coast below Port Simpson.



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

**WORK AND PRICES RIGHT**  
**GALVANIZING** ONT. WIND  
**ENGINE & PUMP CO. LIMITED.**  
TORONTO, ONT.

## "THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

**CHARLES D. PHILLIPS,**

Cables— Emlyn Engineering Works  
"Machinery," Newport. NEWPORT, MON., ENGLAND



"The Tool Holder People"

**Armstrong Bros.**

**Tool Company**

Manufacturers of Armstrong Patent Lathe and Plane Tools and other machine shop specialties.

617-621 Austin Ave., CHICAGO, ILL.

## Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price \$2.00.

ent postpaid upon receipt of price.

TECHNICAL BOOK DEPARTMENT,  
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

## "MAPLE LEAF"

Stitched Cotton Duck Belting  
**RETURNED**

MAR 5 1906



MADE IN CANADA

"Maple Leaf" is made of the best cotton duck woven to our special formula.

"Maple Leaf" is the truest running belt on the market.

"Maple Leaf" is superior to either Rubber or Leather, and in many places will do work that no other make of belt will.

"Maple Leaf" is suitable for all kinds of factories, mills, etc., for power and carrying

Main Drive Belts a specialty.

Ask for "Maple Leaf" and take no other.

**Beware of Imitations**

MANUFACTURED ONLY BY THE

**DOMINION BELTING COMPANY**

Limited  
HAMILTON, ONTARIO.

Use our "MAPLE LEAF" Belt Dressing.

## ACME LATHE & PRODUCTS CO., LTD.

MANCHESTER.

SQUARE AND HEXAGON CAP SCREWS, SQUARE AND HEXAGON SET SCREWS, BRIGHT FINISHED NUTS, WASHERS, ETC. Prompt deliveries made out of Canadian stock. Write for trade discounts.

Canadian Agents,

**WAYLAND WILLIAMS & DADSON,**

Board of Trade Building, MONTREAL.

## Clauss Brand

Double Swedged Blade

Pocket Scissors.

FULLY WARRANTED

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and Finely Nickel Plated.



I. A. TOBIAS,  
Canadian Agent.

**THE CLAUSS SHEAR CO.,**

169 Spadina Ave.,  
TORONTO

## H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

12, 16 and 20 Gauge  
Steel and Twist Barrels

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest  
"Take Down"  
Gun Made



HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

# BABBIT

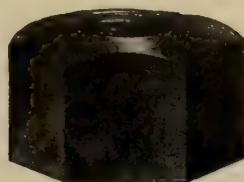
THE  
QUALITY & PRICE TO SUIT  
ALL GRADES OF WORK

NO. 0  
NO. 1  
STAR  
SPECIAL  
HERCULES  
METALLIC  
IMPERIAL

**CANADA METAL CO.**

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

## BUY DIRECT AND SAVE MONEY



## COLD PRESSED NUTS

Finished, Semi-Finished, Case-Hardened, Polished, Plated, etc.

CAP SCREWS  
SET SCREWS

THUMB SCREWS  
MACHINE SCREWS

Special Discounts to the Trade.

**CANADA FOUNDRY COMPANY, Limited**

HEAD OFFICE AND WORKS: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Calgary, Vancouver, Rossland.



PATENT  
**LOCK-  
NUT.**



**B**AYLISS,  
JONES AND  
AYLISS, LD.

ARE  
SOLE OWNERS  
AND  
MANUFACTURERS




Made from  $\frac{1}{4}$  in. to 2 ins.

SAMPLE NUT AND COMPLETE LIST MAILED FREE.

Also Manufacturers of BOLTS, NUTS, PATENT TIE BARS,  
RAILWAY AND TRAMWAY FASTENINGS, IRON AND WIRE  
FENCING, HURDLES, RAILING, GATES, Etc.

VICTORIA WORKS:— **WOLVERHAMPTON, (ENGLAND).**

LONDON OFFICES AND SHOWROOMS: 139 and 141 CANNON ST., E.C.

Don't forget to get our  
prices for 

## **SPRING GOODS**

BEFORE BUYING

Lawn Mowers, Lawn Rakes,  
Rubber Hose. Harvest Tools.  
Shovels and Spades, Paris  
Green, Green Wire Cloth.  
Churns, Wheelbarrows. . . .

**Builders' and Lumbermen's Supplies Always  
on Hand**

**THOS. BIRKETT & SON CO.,**  
LIMITED  
**OTTAWA, ONT.**

# **TIN Acme Can Works**

One name suggests the other. It's just like looks and wear. Our tin cans comprise the largest assortment of any factory in the Dominion. They are made by the latest automatic machinery, and have both looks and wear. Just as much of one as the other, and the most possible of both.

We are the **ONLY** makers in Canada of **KEY-OPENING MEAT** and **POULTRY CANS**

## **THEY ARE OUR SPECIALTIES**

Write or 'Phone.

Promptitude is our Motto.

**WE ALSO MANUFACTURE**

**CANS**

Baking Powder,  
Oil, Syrup, Lye,  
Paint, Varnish,  
Condensed Milk,  
Poultry, Fruit,  
Vegetable



**PAILS**

Lard,  
Syrup,  
Butter

**ACME CAN WORKS, ONTARIO STREET EAST,  
MONTREAL, P.Q.**



## METHODS OF MAKING COLLECTIONS

THE subject of collections is one of vital interest to all branches of trade, affecting alike the manufacturer, jobber and retailer, says The Tradesman. The question of credit is equally important, but without a proper and satisfactory method of securing collections few, if any, houses could long maintain their prestige in the commercial world.

While the question of credit is exceedingly important, experience will demonstrate the fact that a satisfactory method of collecting will accomplish greater results. In other words, if a collection system is properly handled, credit can be extended to a greater extent than would otherwise be possible. Again, mistakes in granting credit could be more easily remedied if the credit man or collection department have their methods of making collections on a satisfactory basis.

In order that all three branches of the trade may be enabled to profit by the experience of others, the subject will be treated under three headings:

First—On the subject of collections from a manufacturer's standpoint.

Second—Collections from a jobber's point of view.

Third—The retailer's difficulties in making collections, and suggestions as to how to remedy these troubles.

### THE MANUFACTURER.

If the manufacturer confines his business to the jobbing trade—and it is generally conceded that this is in the main the most satisfactory and proper plan—the work of the credit man in granting the jobbers a line of credit in proportion to their needs is very light, and the same may be said of the collection department—if it is conducted upon the proper basis—but if the system of effecting collections after a line of credit is granted is faulty, then two results will develop: the customers who are good and entirely solvent will either take offense at the methods adopted and transfer their business to other manufacturers or they will overlook and ignore the manufacturer's wishes.

It is very generally conceded that the jobbers of hardware, supplies and machinery are desirable risks in the granting of credit. Very, very few of this class of the trade find it impossible to promptly meet their obligations. In

other words, they are good for their requirements, and the only difficulty which may arise is slowness in meeting their obligations as they mature. To successfully handle this class of the trade the collection department must have a more or less personal knowledge of the jobbers. Some of them can be handled one way, others must be handled another. In a general way, the jobbing trade as a whole must be impressed with the fact that the manufacturers' obligations must be promptly met at maturity. If not, good and sufficient reasons must be given to the manufacturers, showing why delay in settlement has been made.

### CARRYING CUSTOMERS.

In some sections the jobbers are compelled to carry their customers from one season to another—but fortunately this custom is rapidly being dispensed with. Under such conditions the manufacturer must understand these conditions, and when proper explanation is given, the manufacturer will be only too glad to extend to the jobber such indulgence as the conditions may warrant. A great deal of the trouble which now exists develops through the negligence or oversight of the manufacturer. He does not properly impress upon the jobber the necessity of promptness, and the jobber, in turn, does not feel called upon to insist upon the retailers—his customers—to promptly meet their obligations as they mature. Leniency begets slowness and negligence. If the manufacturer will carefully keep after his collections—promptly as they mature—the jobber in turn will go after his customers—the retailers—and the retail dealers in turn will see that their customers promptly meet their obligations as they mature. There is a mutuality of interests in such an arrangement that prevents friction and engenders the most cordial relationship.

To the manufacturer who attempts to market his product direct to the retailers or consumers the question of credits and collections is one of such vast proportions that it would be difficult—if not impossible—to diagnose the case. It is difficult to see how it would be possible for a large manufacturer to market his product direct to the retailers or consumers and derive anything like satisfactory results from their credit and col-

lections departments. The jobbers—as will be shown later on in this article—are confronted with great difficulties in handling their credit and collection departments. This in the face of the fact that they have traveling salesmen visiting all of their customers, and again they only cover a very limited territory. The manufacturer who seeks the consuming trade must shoulder the combined responsibility of both jobber and retailer. Experience has demonstrated the fact that the fewer the accounts—whether of manufacturer, jobber or retailer—the less danger there is from losses, not only from bad accounts, but from other sources. The office expense is also much less and the worry incident to a multiplicity of accounts is of such moment that no manufacturer—who has given the plan a trial—would recommend a similar course to a brother manufacturer.

### THE JOBBER.

Credit and collections are, perhaps, even more important to the jobber than to the manufacturer or retailer, for the reason that his large number of customers present more opportunities for losses in bad accounts and poor collections. Where the manufacturer has one hundred accounts, the jobber has, perhaps, one thousand—of all sizes and in different sections and territory. The retailer has as many customers as the jobber, but as a rule the accounts are all in local people and usually of small amounts. On the other hand, the jobber's accounts are large, and, as the jobbing profit is comparatively small, it is very essential that prompt and full collections be made.

Different sections are confronted with different conditions, and the collection department must keep in close touch with these conditions. Additional time must sometimes be allowed, and circumstances will also arise when leniency must form a very decided part of the credit department's make-up. Credit can often be granted where the basis for a large line is fully adequate; however, circumstances may develop necessitating much longer time for the payment of an account that was first agreed upon. It is, therefore, impossible to outline and make effective any positive plan for the handling of past due accounts, and even



in making prompt collections as the invoices mature.

THE TRAVELING SALESMAN.

As the traveling salesman is often—and should be—of great assistance to the credit man in determining the line of credit a customer is entitled to, and further is expected to keep the credit man posted as to any change in the customer's affairs which might have a tendency to enhance or jeopardize his credit, some jobbers have adopted the plan of turning past due accounts over to their salesmen in order that they may take the matter up with the delinquents when next they call upon them. Some jobbers claim that such a plan has proven satisfactory to them and continue this practice. On the other hand, other jobbers who have tried the plan have abandoned the same, believing that such a practice is injurious to their best interests.

According to the opinion of many successful jobbers, the collection of delinquent accounts should not be forced upon the traveling salesman. In the first place, there is a world of difference between a salesman and a lawyer. The salesman's province is to sell goods—the lawyer to plead, argue and sue. "A jack of all trades" could, perhaps, persuade a few delinquent customers to pay their accounts and then turn around and sell the same parties bills of goods, but the jobber has long since found out, by extensive and expensive experience, that the services of one good salesman are more to be desired than indifferent results realized from several "jack of all trades" varieties of salesmen.

Aside from the inefficient manner of making collections through the traveling salesman, the jobber must fully consider what effect the salesman's efforts to collect a past due account will have upon the customer. In the first place, the customer would not have been sold had not the credit department ascertained from investigations that he was all right and entirely responsible for his requirements.

The customer may have good and sufficient reasons for not paying the account. It may be true that this same customer should have promptly replied to the jobber's repeated requests for settlement or an explanation as to why delay has occurred; however, it must be remembered that not all the retail dealers have stenographers, typewriters and many other conveniences so desirable—and, in fact, necessary—for the prompt and satisfactory conduct of a jobbing business. The retailer has his daily work to perform and correspondence is often indefinitely postponed.

OFFENDING THE DEALER.

The salesman's attention may be called to the account by the collection depart-

ment and usually his explanation will be such as to satisfy. On the other hand, suppose the collection department hands the salesman a statement of the past due account and requests him to collect the same on his next trip. In due course he reaches the customer and naturally presents the statement the first thing. It's dollars to doughnuts that the salesman will present the statement in such a manner or will say something which will offend the customer, and the result will be that the account will be paid all right, but the chances for future business are reduced to a minimum. While there are, of course, exceptions and frequently a good salesman can successfully handle both collections and sales, yet there is an element of risk in pursuing such a policy, and the jobber who will confine his salesmen's efforts strictly to selling goods, will find increased cordial relationship existing between his travelers and their customers.

METHODS OF MAKING COLLECTIONS

If polite but firm requests for remittances do not bring forth the desired results, then the first recourse should be to make draft through local bank on the delinquent. If the draft is not honored and no satisfactory explanation is given, then the jobber should resort to the use of some one of the numerous follow-up collection schemes which have proven so effective. The southern hardware jobbers are fortunate in having a most excellent plan for the collection of delinquent accounts—something original and very effective. This plan was formulated by the Southern Hardware Jobbers' Association several years since and has proven of great assistance to the

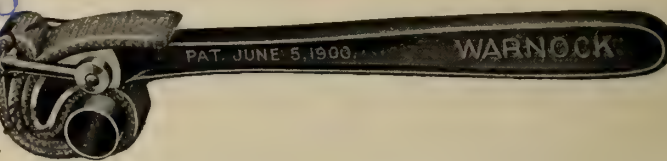
amounts—will accomplish very satisfactory results. The very unfortunate conditions that exist in practically all sections of the laboring classes living ahead of their incomes is the cause of more trouble and annoyance than any other source of delinquency. Extravagance, sickness and loss of time or position necessitates extension of time of payment and other leniency. Professional "dead beats" must be guarded against and their success in securing a line of credit through the credit department makes the collection department efforts even more arduous. Those who want to pay and who have not the means are much more desirable risks than those who are able to pay but who put the collector off from time to time. If kindness and forbearance does not enable the collector to accomplish the desired results, then the retail merchants' association is called upon, and through their collection departments most excellent work may be expected. Especially is this true when an association is well organized and the "dead-beat" list is in successful operation. If a local association is unable to make collection, then suit should be instituted and judgment secured, after which execution may be issued or else garnishment proceedings instituted.

THE WARNOCK PIPE WRENCH.

THE accompanying cut represents the Warnock Wrench, sold in Canada by The Fairbanks Co., of Montreal. This pipe wrench is used in handling polished or plated surfaces which should not be marred or disfigured, such as brass or copper tubing, or nickel-plated material. It has no equal, as only a flexible linen band, resinous coated, comes in contact with the pipe, thus preserving the finish. It will not crush the pipe, and is simple and quickly adjusted to all sizes. As a ratchet it leads all other

RETURNED  
MAR 31 1905

To Montreal  
Cut Book  
Page 34



jobbers in the collection of past due accounts. Suits are the last recourse and very distasteful to the jobbers and if the jobbers will carry out the follow-up plan of making collections, most excellent results can be secured and the expensive services of attorneys may often be dispensed with and the customer's goodwill and patronage retained.

THE RETAIL DEALER.

The attitude of the retail dealers in securing prompt and accurate collections is, of course, different from that of either manufacturer or jobber. Their dealings are mostly of a local nature and a regular collector is usually employed, who gives his whole thought and attention to this line of work. Promptness in payments—even though in small

makes, as the slightest grip of wrench on pipe causes shackle to securely lock the strap; a reverse action releases it instantly, thus preventing lost motion. This is practically a hand pipe-vise, as it takes pipe ranging from 1-8 inch to 2 inch, and will turn an ordinary pipe wrench without scratching the pipe. It is indispensable in the engine room for removing piston rods or for any other smooth work. It has been thoroughly tested, and is now used by leading plumbers throughout Canada, England and the United States. The straps are the very best of linen, very closely woven. No up-to-date plumber's outfit is now considered complete without one. A special feature of this wrench is its adaptability for close quarters, enabling one to use it where it is impossible to use any other kind of wrench.





## Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery  
and Kindred trades of the Antipodes.

**SUBSCRIPTION \$1.25 PER ANNUM,**

post free to any part of the world.

**PUBLISHING OFFICES:**

Melbourne - Fink's Buildings.  
Sydney - Post Office Chambers.

**BRITISH OFFICES:**

London - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt  
attention if addressed to the LONDON OFFICE, 42 CANNON  
STREET, E.C.

*Specimen Copies Free on Application.*

## THE AUER GAS LAMP

**"Turns night-time into day-time"**

NEW MODEL 3. LOWER PRICES.

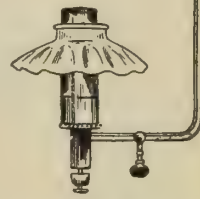
We offer you the best made lamp on the  
market, built scientifically.

We offer you a lamp that will  
light your store for half the  
cost of kerosene.

We offer you a lamp that is safer  
than a coal oil one.

We offer you a lamp which you  
can sell at a good profit.

**Do you want the Agency for it?**

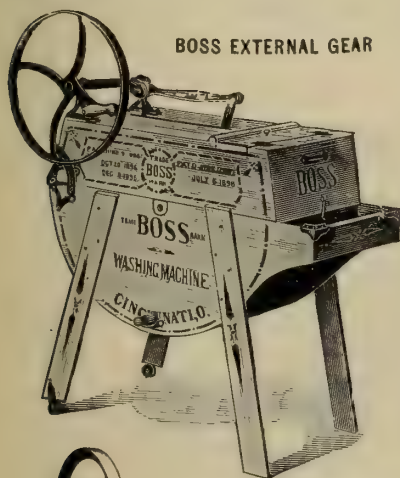


No. 25  
100 Candle Power.

**THEN WRITE FOR  
OUR CATALOGUE AND DISCOUNTS.**

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1691 NOTRE DAME ST., MONTREAL.



BOSS EXTERNAL GEAR



New Boss Rotary-Shielded Gears

## The World's Most Famous WASHERS

*Made by the largest Washing  
Machine Factory in the world.  
Capacity, 600 machines per day.*

### They Are Not Cheap Goods

as goods of such quality would not have permitted of  
thriving success and present standing of our Washers, and  
daily capacity.

*Ask your nearest Hardware Jobber for samples, and  
insist upon his furnishing Washers bearing our stamp.*

They are the most profitable to handle, because they sell  
readily. Write to us for catalogue. Address

**BOSS WASHING MACHINE CO.**

CINCINNATI, OHIO, U. S. A.

Distributors for Ontario and Northwest Territories:  
WALTER WOODS & CO., - Hamilton and Winnipeg.



1904 AUTOMATIC



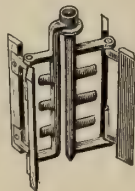


# Something Entirely New—

## NEVER DONE BEFORE

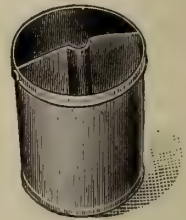
### **"AMERICAN" (2 in 1) TWIN FREEZER**

FREEZES TWO FLAVORS OF ICE CREAM OR AN ICE OR  
SHERBET AND ICE CREAM AT ONE AND  
SAME TIME IN ONE FREEZER



DASHER

The Can is divided in Two Parts.  
The Crank is rocked to and fro and  
takes away all Hard Work in  
Freezing. Ask your Jobber about it.

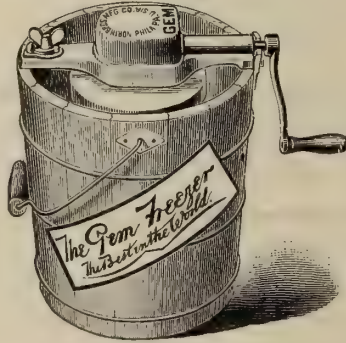
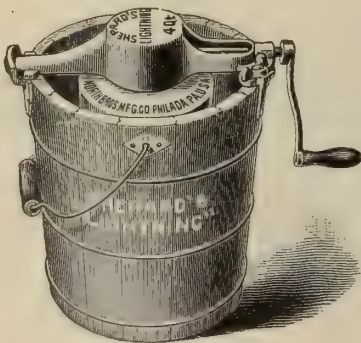


CAN

**Sizes : 2, 3, 4, 6, 8, 10, 12, 15, 20 qts.**

HAS THE SAME : Cedar Tub with Electric Welded Wire Hoops, Drawn Steel  
Bottom Cans, and Automatic Twin Scrapers

**USED EXCLUSIVELY IN**



### **The Best Made Freezers**

Our Line of Freezers Comprises the Newest Designs and Largest Variety Made in  
Family Styles, as well as Machine Freezers of Every Description

**Sold by Leading Jobbers**

CATALOGS SENT FREE ON APPLICATION.

**NORTH BROS. MFG. CO., PHILADELPHIA**  
PA., U. S. A.



# DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.  
Kirkwood,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, **HARDWARE AND METAL**.

## PRACTICAL INSTRUCTION ON ADVERTISING

**I**N this day when advertising is so necessary to the development of business in general and individual business in particular, there is need on the part of many of some helpful instruction on the subject of advertising, presented briefly yet containing desired information of a general and technical sort. To supply this information in compact form is the object of the chapters which follow:

To think that with the purchase of space in a chosen medium one has thereby purchased the favor of its many thousands of subscribers is a fatal error. The purchasing of space in a good newspaper introduces one, well accredited, to a host of buyers, but whether the impression one makes is favorable or otherwise depends upon the advertisement, not upon the newspaper. The appearance, language, and style have all to be considered. Size is not so important, though it has a value—the big advertisement being stronger, other things being equal, than the smaller one. At the same time it is possible for the small advertisement to be so persistent, bright and aggressive that it accomplishes quite as much as its bigger brother.

Advertisements reveal the man behind them. They are the expression of his mind, purpose, character. It is through the advertisement that the reader acquires his impressions of the advertiser. Hence it follows that if the advertisement be dull, and uninteresting and seldom or never changed, the man for whom it was prepared comes to believe that the concern that sends out such an advertisement is sleepy, and unprogressive, and this impression sticks and stands in the way of business. On the other hand, if the advertisements of a firm are always fresh, bright, attractive and businesslike, the reader concludes that the firm they speak for are active, progressive and always on the alert for the best things and best values and there is born in him a desire to do business

with people who are manifestly thinking of his interests as well as of their own.

### I.—General Instructions.

The first thing to consider is what is to be sold, the second, who should have it, the third, how can possible buyers be influenced to become purchasers.

#### What is to be Sold.

In preparing an advertisement ask these questions: What is this article for? In what way is it better than its rivals? Will it meet requirements in every way? Upon answers to these build up your advertisement, always exercising judgment in laying the stress of the advertisement upon the superiority of the article, if

effective. Ascertain what buyers of the thing you advertise are interested in and talk the points that appeal to them. Become in imagination a buyer yourself of the goods you are advertising, and make the advertisement convince and persuade you. When an advertisement convinces the writer of it it is pretty certain to convince those to whom it is addressed.

#### Who Should Have Your Wares.

Without having clearly defined in your mind the buyers of what you have to sell, it is impossible to prepare the best copy. One must have an audience to develop inspiration. You know more about your goods than does the buyer of them, and it is for you to suggest reasons why your goods should be purchased in preference to anything else. Run over in your mind the names of some buyers of your wares. Pick out from among them the one whom you believe to be the shrewdest buyer, the man most difficult to persuade. Talk to him. Convince him. What will make him a customer will do the same with others.

Again, there are many people who would profit by having your goods, but have not yet discovered their desirability. They need to be awakened. An illustration of this is afforded in the accompanying advertisement.

It suggests a use for metal ceiling that does not occur to many a builder of houses, and provides excellent reasons why metal ceiling should be used for kitchens. The good advertiser creates business by suggesting things which people will want or ought to have but either did not know the advertiser could furnish or had overlooked purchasing.

#### How to Influence and Persuade.

This is a subject upon which numberless counsellors have written, and is so vast that the last word will never be uttered. It is the psychological side of advertising and is boundless in extent.

From among the mass of good things said on the subject of the preparation of advertisements the following have

## Housebuilders

**A METAL CEILING** for the kitchen is the only proper article. It improves the appearance of the room and always looks well. It is not affected by the steam and heat from cooking which loosens and cracks plaster.

Any defects in plumbing are easily got at by simply removing one plate. Most sanitary. Lasts a lifetime. First cost is last cost.

Write or call and we will give you estimate.

**John Smith & Co.**

that is its claim, or upon the price if that be its advantage.

Do not depend upon memory when you describe goods. Set a sample on your desk before you begin to write. Take it up for inspiration. Try to draw a picture of it in short, forceful words. Become enthusiastic over it. Hunt out its novel points, its excellent points, its marvelous points, and try to convey them adequately. The result ought to be as convincing a statement as you are capable of writing.

Go to the best salesman selling the goods you are advertising. Learn from him how he sells, what he says to customers, the points he has found to be



been selected as being at once terse, sane and instructive. They have no special sequence, and in some instances may seem to be out of agreement, but possibly they may be the more valuable on that account.

These paragraphs have been somewhat roughly grouped under different headings for ease of consultation. It is pretty certain that the truths contained in them will be perceived only according to the development of one's advertising experience, therefore read them over from time to time.

#### The Ad-writer.

Ad-writers are made by experience joined to force.

No man will ever arrive at that point in advertising writing where there will be no more for him to learn.

The best place to learn advertisement writing is at the advertisement writer's desk in any institution where advertising is used. Actual experience combined with exhaustive study, not alone of type style but of the business and goods to be advertised, and of the work of other advertisers, is the best way to develop the art of writing good advertisements.

A writer may be quite master of his subject and yet may not be able to present it advantageously for want of sympathy with his audience.

In writing an advertisement it is a good idea to presume that the buying public are anxious to know all about the goods you offer for sale.

One's advertisements should represent one's goods—not oneself.

Advertisement-writing requires aptitude, common-sense, a good knowledge of everyday English and of human nature and experience. There should be added to these hard work.

One who writes advertisements must learn how to make an appeal to the understandings of men. Oftentimes the very brightest ideas fail to do more than arouse the curiosity for a brief space.

Many an advertisement writer imagines that he is pursuing a literary rather than a business calling—and the result is disastrous.

The man who has a great knowledge of and deep insight into human nature possesses one of the chief essentials of a good advertisement writer.

Neither big words nor big type can magnify a small idea.

A too frequent use of superlatives in advertisements is to be condemned. Claiming to have the best and biggest of everything excites distrust.

Originality in advertising does not

mean sensationalism—it simply means the use of one's ideas in one's own and usual way, instead of an endeavor to make over some other person's ideas and present them in a slightly different form.

Every little while one comes across advertisements containing a short essay. To the reader who is genuinely interested in the gist of the advertisement, the essay feature is vexatious. Stringing out a pretty story may be interesting to the writer but his interest is subordinate to that of the buyer. The man who forgets all about himself and who simply says what he has to say, briefly, pointedly, and without frills, writes the best advertisements.

In writing an advertisement ask yourself these questions: What is this article for? In what way is it better than its rivals? Will it meet requirements in every way? Upon answers to these build up your advertisement, always exercising judgment in laying the stress of the advertisement upon the superiority of the article, if that is its claim; or upon its price, if that be its advantage.

The best thing to talk about is the thing you desire to sell—talk of its quality, its price, its advantages, its desirability at the price quoted. Advertise to the point, and always be as explicit as possible.

In writing an advertisement first arrange your facts in your mind in the order of their importance. Then grade your display in accordance. If you will be guided by this simple rule, even if the advertisement which you may construct thereupon be no masterpiece, it will certainly never be a poor one.

Subscribe to the metropolitan dailies and the good magazines. Read the advertisements of the really great advertisers—the strong, sure, big salaried fellows. Read, above all, the advertisements of the man you most admire—the one whom you are sure you will never be able to emulate, much less equal. He will benefit you. No one knows how such mental processes work out but it is certain you will acquire writing strength from him.

Before you send your advertisement to the printer just read it over and ask your self how the man next door, your neighbors and your wife would regard each statement. For they are living, breathing human beings representative of the human beings who are to read your advertisement. What will appeal to them can be depended upon to appeal to their kind. What will not receive

their sanction can never touch humanity in the mass.

#### Brevity.

Most advertisers are caught on the run. In our busy, bustling life, time is valuable, and readers naturally select what can be quickly read and readily comprehended, so that while no persuasive argument should be omitted, the statements should be as brief as possible, consistent with thoroughness.

Be brief, but don't be afraid that the reader will refuse consideration to an interesting story. Cut out every superfluous word, but use enough to make your point. Keep the end of your matter in view—to give a true, satisfying, complete idea of your goods.

Brevity never fatigues, therefore is a welcome guest.

Don't be too brief. The sermons on brevity, preached so persistently in advertising journals, are mainly intended for the beginner—the young writer who uses six words upon an idea that can be expressed in two, and then fails of making it clear. Practice soon gives him precision in writing, and when he has arrived at proficiency he chooses fitter words to clothe his thoughts. When a writer has real thoughts and some skill in expressing them, it is usually safe for him to use as many words as he thinks necessary. Any advertising matter that is interesting will be read—and the experienced writer makes it interesting. If it is clearly expressed in two hundred words the reader gets through it more quickly than if it were cramped into half as many. The longest way round is frequently the shortest way home.

The soul of advertising is not brevity, but interest. Advertising is not altogether the art of saying things in the minimum number of words, but of saying them in forceful words, and as many as are needful for the purpose. Sentences may be filed down to the fine point, but the point must not be filed away. In certain cases three sentences are more effective than three words of epigram. The ad. writer must exercise judgment, looking to his matter rather than to the economy of words in presenting it.

#### Simplicity and Force.

Good advertising usually has the merit of simplicity in high degree.

When one considers the advertisement representing several hours' work in designing and writing occupies the reader's mind less than a minute, one can appreciate the need for saying something forceful.

Force is a thing greatly to be desired



**ALWAYS  
READY  
FOR USE**



Full Hollow  
Ground \$2.50 Each  
Double Concave for  
extra hard beards, \$3.00

Send for free book, "HINTS TO SHAVERS."

The **CARBO MAGNETIC** RAZOR

**No Honing! No Grinding!**

No Smarting after Shaving. With ordinary careful use will

**KEEP AN EDGE FOR YEARS WITHOUT HONING.**

Booklet coming—if you will ask for a copy, with trade discount.

FOR SALE BY LEADING JOBBERS.

FIRM OF  
**A. L. SILBERSTEIN,** *Griffon* Cutlery  
MAKERS OF

459-461 BROADWAY, NEW YORK.

Est. 1868.

Inc. 1895.

**Black Diamond File Works**

**G. & H. Barnett Company**

PHILADELPHIA

Twelve

TRADE MARK.

Medals

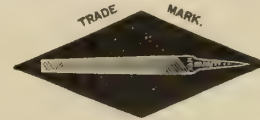


Awarded

By **JURORS** at

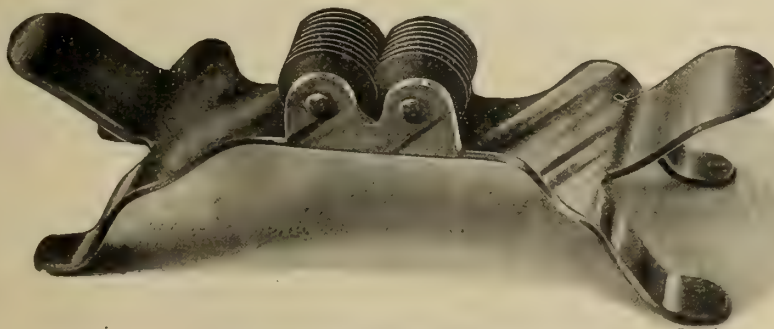
**International Expositions  
Special Prize**

**Gold Medal at Atlanta, 1895**



**WALTER GROSE, Montreal, SELLING AGENT FOR  
THE DOMINION.**

# A LONG-FELT WANT



*The Winner Knife Sharpener*

The "one and only"—a hot seller. Write for prices and territory.

Something to take the place of and better than the old-fashioned steel. A knife sharpener that can be used to better advantage than any form of the old-fashioned steel.

**Canada Cycle & Motor Co.**

LIMITED,

**Toronto Junction,**

-

-

-

**Canada**



in advertising. Force is that clear presentation of the essential argument.

Use simple, direct, plain language—do not burden your advertising with words that the plain people do not understand.

Avoid as much as possible technical language. The simplest form of expression is always the best form.

In preparing your advertisements, endeavor to make them definite. Something that will interest those whose patronage you want. If you have book-lets or catalogues invite tradespeople to send a postal card request for them. If special prices that your traveling men may make, offer them to those whom your men do not call upon.

Simply naming your goods and claiming them to be superior to others is mere publicity. Real advertising asserts and then seeks to prove by sound reasoning. The public "whys" have got to be met with plenty of "because."

#### General Counsel.

The advertisement that does not convince is not likely to win.

Brevity is one of the chiefest elements of force.

A thoughtful selection of words adds to force. Words of one or two syllables are generally preferable to larger words.

Omission and condensation contribute to force, because they make for brevity.

#### Clearness and Definiteness.

Clearness is an important thing to secure in writing. Nobody will take time to solve enigmas in order to understand an advertisement.

Make every advertisement a definite bid for business. You will get only what you ask for.

An advertisement should show the goods, quote prices, and give information upon which an order can be given.

Repetition gives advertising its chief value.

The best advertisement is the one which most fully economizes the reader's attention.

Don't crowd your advertisements with matter, and so make them hard to read.

The first mission of the advertisement is to attract attention, the second to secure a reader, the third to convince the reader.

Educate the people on such points as may not be apparent at a glance, it may take time and cause expense, but it is worth the effort.

Having something to say is the first requisite; saying it in an attractive manner is the second; putting it in a pleasing way is the third, and throwing in an artistic eye-catcher or two is the fourth.

Some advertisers go upon the assumption

that advertising is read reluctantly, or not at all. If there is one thing certain in advertising, it is that forceful, vital, informing publicity always finds an audience.

#### The Advertising Manager.

First acquire for your advertising manager a man who has forgotten how to write advertisements—or never knew.

Don't mistake that advice. Nothing could be more serious, nothing have better intentions. The average advertisement writer, prattling of his "style" in writing, is an unsafe investment; you need a business man more than a litterateur. There is no necessity for fine writing, either in over-cultured Boston, reposeful Philadelphia, that pandemonium called New York, avaricious Chicago, historic New Orleans or predestined San Francisco. What is needed is sense—that sense which can appreciate why a thing should be done in this manner or that; is progressive at all times and conservative on necessity; knows something of human nature; is quick to grasp the business value of an incident or occasion; can write good English and think nothing of it; has no time for senseless typographic acrobats; understands the fundamental principles that underlie all business, and can keep up with the current of the times in thought, fashion, art, politics, society, etc.

Sooner or later in the life of the modern merchant he must be confronted with the vexations riddle: "What is an ad-writer?" And the ad-writer himself must furnish the answer in deeds rather than in words. If he is a mere copy grinder—one who is content to write so many ads for so much money, he is only an insignificant clerical cog in the mercantile machinery. But if he is a thinker, a schemer and an originator, and really works along such lines, he is one of the indispensable levers that moves the entire commercial mechanism. Ad-writers are many. Ad-men are few. Preparation of first-rate copy is only a detail among the duties of a capable ad-man. In order that he may be actually worth a decent salary he must be able to devise means of business growth. The ad-writer who does no more than to juggle business English into readable shape should never be allowed to get his fingers on more than \$1,500 a year, for that is all he can honestly earn, whether he be employed by a brick yard or a department store. The truly valuable portion of his service—a part which determines his value—is his original conception and masterful execution of business-bringing schemes.

#### Typography.

Every advertising man becomes deeply interested in the expression of his work

by means of typography—type faces, rules and borders, illustrations, ornaments, white space, and display. Printing touches the whole world so intimately that definite knowledge of its underlying principles is of great importance and usefulness. Therefore it is in order to devote some attention to this aspect of an advertising man's preparation

#### Principles of Display.

Display is not mere typographical fancy work. It is not a sort of trimming up of the job according to the printer's whims. Display has definite things to accomplish and definite ways to carry the purpose out. The development of display has been one of the greatest factors of advertising success. It is not alone the copy, but the composition also, that tells.

It devolves upon display to pick out the main points of a piece of information and so enlarge, separate, or otherwise "display" them as to make them seen at a glance, and thus give the reader immediately an idea of what is contained. Display is a table of contents set right across the face of the matter. The face thus becomes a mirror of character in typographical as well as physical composition.

Display has two aims—one to interpret, the other to attract. The most essential, doubtless, is interpretation, but the other is of no small importance. In fact, attractiveness is so important in order to get attention at all, that we may even be persuaded at times to class the latter first. Attractiveness, in the division of the subject of display, stands for the elements that appeal to the taste; interpretation for those which appeal to the understanding.

#### Interpretation.

On the other hand, the following are ways in which display treats matter for its interpretation or easy understanding:

By varying the size of type for the sake of distinction between parts.

By using light and heavy type faces or contrasting styles together.

By the use of color for contrast.

By the proximity of ornament or illustration that will lead eyes to the type.

By balance or contrast of position.

The ad-writer, in order to produce good work, needs to appreciate fully the principles of display. The consideration of this phase of the subject, that is, in any complete sense, is beyond the limits of these papers. These elements of display are exhaustively treated, however, in Frederic Flagler Helmer's book, "Display Composition." (Supplied through the Technical Book Dept., The MacLean Publishing Co., Limited. Price, \$3.00 postpaid.)



# J. J. TURNER & SONS

PETERBOROUGH, ONT., CANADA



Largest Canadian Manufacturers of

Tents, Awnings, Flags, Sails, Canoes, Skiffs, Paddles, Camp Furniture, Tarpaulins, Binder or Cheese Covers, Packs Sacks, Etc.

WRITE FOR LATEST CATALOGUE

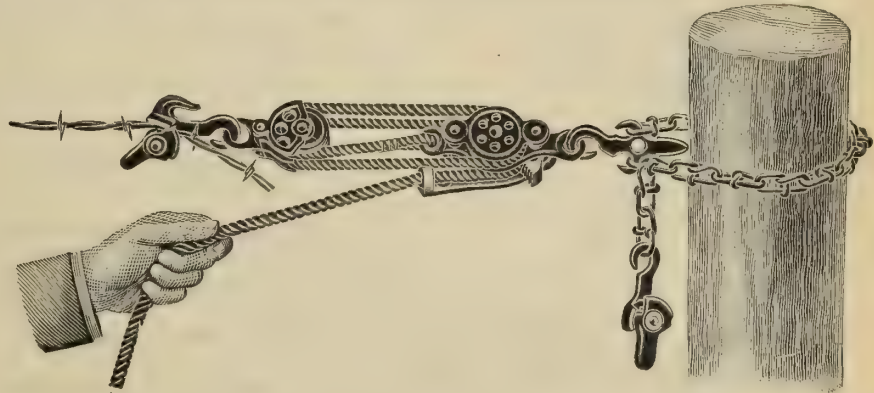
Lumbermen's and Contractor's Supplies a Specialty

## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.

NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER



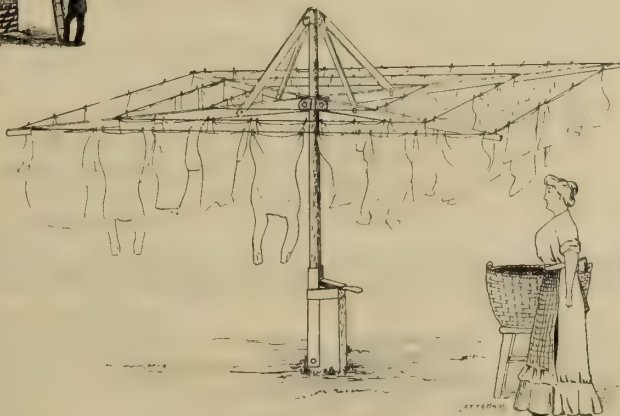
WILCOX MFG. CO. OF ONTARIO, Limited

## The Waggoner Extension Ladder

STILL MAINTAINS ITS PLACE AS

**The Only Satisfactory Extension Ladder.** Waggoner remains. We admit that others undersell us. price, but to be **the best**. Our ladder is the best.

Others come, are tried, and go, but the Our aim never was to be the lowest in



**FIRST**, because it is the **SAFEST**. Made always of the best material and reinforced with steel at every point, it has above all that prime need of a ladder, **SAFETY**.

**SECOND**, being so reinforced with steel it can be made, and is made, very much lighter than any other ladder of anything like equal strength

**THIRD**, being so light it is very easily handled, a man easily putting up a 24-foot ladder with one hand.

**FOURTH**, the design and make of our patent steel lock is such that it gives perfect safety with the greatest ease and handiness in working.

You need ladders for spring **EAVETROUGHING** and **SPRING TRADE**.

## THE "DAVIS" CLOTHES LINE REEL FOR THE YARD

This is a comparative novelty but is taking well. It is really a good thing, the simplest and best we have seen. It is an American invention of which we have acquired the Canadian Rights.

You will find both these articles listed regularly in **HARDWARE AND METAL** in current market quotations. Write us for Price List and Circulars.

**The Waggoner Ladder Co., L't'd, London, Ont.**

WESTERN CUSTOMERS please write Messrs. **E. H. BRIGGS & CO., L'T'D, WINNIPEG**, our Western Agents.



# IRONSIDE FOR IRON

OUR SPECIALTIES ARE IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.

Sole Licensees for **PAGE'S PATENT WIRE STRETCHER**, and we are willing to sell the right of manufacture in Canada on a Royalty basis.

**IRONSIDE'S PATENT WIRE CUTTERS**, guaranteed to cut any wire

We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

**IRONSIDE, SON & CO.,** 16 Water Lane Gt. Tower St., E.C. **LONDON, ENG**



## *The best Mop ?*

THERE IS ONLY ONE BEST MOP

## *The Tarbox Self-*

## *Wringing Mop?*

All others belong to the common dirty kind that lots of women wouldn't have about the house.

But the **TARBOX MOP—SELF-WRINGING**—will sell to every woman—that is, if the dealer suggests it.

And the dealer gets it from his Jobber.

**Tarbox Bros., Toronto**

...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

### —OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

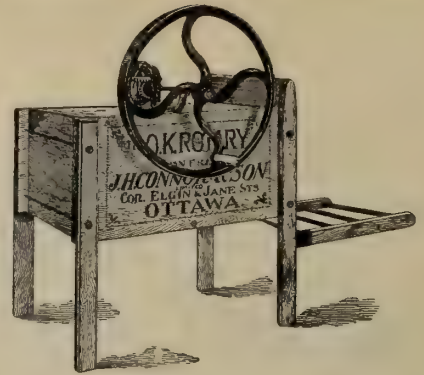
HAMILTON, ONT.  
QUEBEC, QUE.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

CONNOR'S O. K. ROTARY WASHER.



No experiment, but a trade winner. Dealers who handle this washer say they sell easier than any other. Write for our catalogue and price list.

**J. H. CONNOR & SON, LTD.,** Manufacturers OTTAWA

## TO MANUFACTURERS' AGENTS :

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**HARDWARE AND METAL**

Montreal and Toronto.

CUT THIS OUT. PASTE IT PROMINENTLY.

## BRASS and COPPER

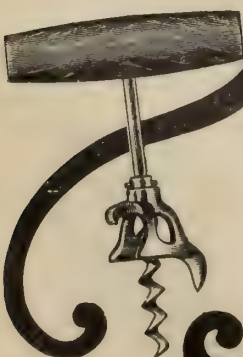
- Sheets
- Rods
- Tubes

CUT TO YOUR ORDER

**The Booth Copper Co.,**

LIMITED,

119-123 Queen St. East,  
TORONTO.



## Walker Cork Screws

Over seventy varieties to select from. Every one tested and guaranteed. Write for Cork Screw Catalogue with new and original illustrated poem, "Sir Cork Screw's Soliloquy."

**ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.**





This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

## Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.

Chartered Accountant, Auditor, Financial Valuator.

27-Wellington Street East,

Toronto, Canada.

This Space \$15 a Year.

JENKINS & HARDY,  
Assignees, Chartered Accountants,  
Estate and Fire Insurance Agents.  
15½ Toronto Street Toronto.  
465 Temple Building, Montreal.  
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

## LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.  
For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,  
Barristers, Solicitors, Etc.

Winnipeg, - - - Canada.

ATWATER, DUCLOS & CHAUVIN  
Advocates. Montreal.

Albert W. Atwater, K. C. Consulting  
Counsel for City of Montreal. Chas.  
A. Duclos. Henry N. Chauvin.

BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE

Barristers, Solicitors, Notaries, Etc.

Offices, Bank of Toronto.

Tel. Main 3813.

Toronto, Ont.

IRWIN & JONES, Barristers, etc.  
H. E. Irwin, K.C., Clerk of the Peace,  
County of York; B. Morton Jones,  
B.C.L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co.  
24 King St. W., Toronto. Weston, Ont.

W. G. WILSON

Barrister, Solicitor, Notary. Conveyancer, etc.  
Napanee, Ont.

MEWBURN & AMBROSE

Barristers, Solicitors, etc.

S. C. MEWBURN, E. H. AMBROSE.  
Hamilton, Ont.

WM. A. MCLEAN

Barrister, Solicitor, Etc.

Head Office, Guelph, McLean's Block.  
Branch Office, Acton, Town Hall.  
Corporation Solicitor, Etc.

## Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

### St. Margaret's College, Toronto

A Boarding and Day School for Girls.  
Thorough courses in every department.  
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A.,  
Director.

MRS. GEORGE DICKSON,  
Lady Principal.

### METROPOLITAN

Telegraphy, Shorthand, Commercial, Civil Service, Banking Courses, the Best in Canada. We guarantee to place every competent Student. Ask for a list of our Students placed during the last three months. One or all courses same price. No Restrictions.

METROPOLITAN  
BUSINESS  
COLLEGE.

R. A. FARQUHARSON, B.A., Principal,  
44 Bank St., Ottawa, Can.

## ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness, is known only to

DR. MacKAY, Address City Hall, Montreal, Que.

Absolutely private treatment.

## STANDARD TELEPHONE SETS

### FOR SALE

\$5.00 per set. Slightly used but in good order

Apply to

SALES DEPARTMENT:

178 Mountain St., - Montreal, Que.

OR

To any local manager of the Bell Telephone  
Company of Canada.



## WE ARE AWFULLY BUSY PRINTING FOR OTHERS

But we have time to do your work too.  
Send for our Sample Book. A 2c. stamp brings it.

G. A. WEESE & SON, 44 Yonge St.  
TORONTO

## HOTEL DIRECTORY.

NEIL McCARNEY, PROP.

W. C. McCARNEY, MANAGER

### THE PROVINCIAL

LEADING COMMERCIAL HOTEL.

Located in Heart of Business Section.

GANANOQUE, ONT

Ten First-class Sample Rooms.

### HOTEL GRAND

O. F. BAKER, PROP.

First-class accommodation for Commercial Men.

GALT, ONT

### WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNeel, Prop.

### TOWER HOTEL, GEORGETOWN, DEMFRARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city, within one minute from Post and Telegraph Offices, Tram Junction, and principal clubs. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies Rooms. Billiard Room. Electric light throughout.



# FINANCE AND INSURANCE

**A**NOTHER phenomenally successful year has been added to the records of the Bank of Nova Scotia. Four years before Queen Victoria ascended the throne this bank entered the financial world, and for seventy-two years has been pursuing a successful career. Although its chief business lies in the Eastern Provinces, its branches are now found in every province of the Dominion, and also Newfoundland, the West Indies, and the United States. On a paid-up capital of \$2,000,000 it paid 20 per cent. dividend last year, besides making liberal allowance for sinking and other funds. The reserve fund now stands at \$3,200,000, or 160 per cent. of the capital.

\* \* \*

**T**HE Central Canada Loan and Savings Company has celebrated its majority by issuing a very attractive booklet containing its twenty-first annual report, together with interesting facts connected with its business. The report shows that the company is in a very strong position. Besides paying 6 per cent. dividend and 2 per cent. bonus last year, it increased its reserve fund so as to bring it up to 64 per cent. of the paid-up capital

\* \* \*

**E**XTRACT from a speech of S. J. Johnson, Sioux City: "It seems almost impossible to believe that merchants doing business in what are called the 'wooden towns' of the State carry so little insurance. The excuse for carrying little or no insurance seems to be that the rate of insurance is so high; but suppose it is high, it would be exceedingly cheap to you should you have a fire, and you ought to carry at least sufficient insurance to cover every dollar of your indebtedness and a little besides, so that you would have something on which to start into business again, and not be flat on your back. Insurance is a splendid, good thing, and the man who keeps his stock well covered is a wise man."

\* \* \*

**T**HE belief exists among financial men that the movement having for its object the amalgamation of the Merchants' Bank of Canada and the Royal Bank will be resumed, and that in June next, when the retirement of Mr. Fysche, the general manager of the Merchants' Bank, will take place, the amalgamation will be completed. Mr. Fysche will receive a handsome retiring allowance from the Merchants'. That gentleman is, it is stated, opposed to the amalgamation, and his retirement will obviate difficulties which might otherwise arise.

\* \* \*

## NOTES.

The Bank of Toronto has opened a branch in Brantford.

The Sovereign Bank has opened a branch at Rockland, Ontario.

The Acton Vale branch of the Molsons Bank has been closed.

The Traders Bank of Canada has opened a branch at Blind River, Ont.

The Sovereign Bank of Canada is about to open a branch at London, Ont.

The Brantford branch of the Bank of Hamilton have moved to more commodious quarters.

The Bank of Montreal has purchased another lot in Montreal with the intention of establishing a new up-town branch.

The Crown Bank of Canada has opened a branch office at Kingston, Ont., under the management of Mr. D. Murray. The bank has been very fortunate in securing a location for its Kingston office in the heart of the business district, and immediately facing the market square.

The annual meeting of the Canadian Birkbeck Investment and Savings Company was held last month, and showed a satisfactory report. Two half-yearly dividends of 6 per cent. were paid during the year.

The Canada Permanent Mortgage Corporation, at the end of fifty years of business, has attained an enviable position among Canadian financial institutions. The past year shows a marked increase in business and earnings. J. Herbert Mason has been the controlling officer from its inception.

A new Canadian bond company has been organised under the firm name of Wood, Gundy & Co., Toronto. Messrs. Wood & Gundy have been prominently identified with the debenture business for a couple of years, holding the positions of general manager and secretary, respectively, of the Dominion Securities Corporation.

The Dominion Superintendent of Insurance gives notice in The Canada Gazette that the Manitoba Assurance Company has received a license No. 199 for the transaction in Canada of the business of fire insurance. James Gardner Thompson is chief agent of the company in Canada, and the head office in Canada is established at the City of Montreal.

The annual meeting of the National Trust Company was held last month. The report, submitted by Mr. J. W. Flavell, the president, was in every way satisfactory, showing net profits of \$92,620.90. After provision had been made for increasing the reserve fund by \$30,000, a dividend was declared at the rate of six per cent. per annum.

The Canadian Manufacturers' Association is making a strenuous effort to keep the insurance business in Canada. A special committee has been appointed to co-operate with E. P. Heaton, the manager of the Insurance Bureau. The Bureau will strive to lower the rates by



decreasing the losses from fire. Canadian fire losses amount to nearly twenty million dollars annually.

The comparatively small increase which has taken place in the paid-up capital of the banks in the last ten years is a very marked feature in their business record. In 1894 the paid-up capital amounted to about one-third of the deposits, and bore much the same proportion to the discounts, whereas now the paid-up capital is less than one-sixth of the deposits and loans. In the same period the reserve fund has risen from being 44 per cent. of the paid-up capital to be now over 67 per cent., that is, in 1894 for each \$100 of paid-up capital the banks had \$44 in a reserve fund, or rest, while to-day for each \$100 of paid-up capital they hold \$67 in a reserve fund, or rest."

## WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE  
AND  
MARINE**

<i>Head Office</i>	Capital	-	\$1,500,000.00
<b>Toronto,</b>	Assets, over	-	3,300,000.00
<b>Ont.</b>	Annual Income	-	3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

## THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - - \$8,700,000  
Rest, - - - - - \$3,000,000

HEAD OFFICE : TORONTO, CANADA

HON. GEO. A. COX, Pres.	B. E. WALKER, General-Manager.
LONDON, ENG.,	NEW YORK, N.Y.,
60 Lombard St., E.C.	16 Exchange Place,
S. Cameron Alexander, Manager.	Wm. Gray and H. B. Walker, Agents.

### TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

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Over \$5 and not exceeding \$10	.....	6 cents
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" 30 "	"	50... ..15 cents

These Orders are Payable at Par at any office in Canada of a Chartered Bank, and at the principal banking points in the United States.

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New Accumulation Endowment Policy  
sent on application.

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W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

CAPITAL PAID UP, - - \$1,000,000.  
RESERVE FUND, - - 1,000,000.

## THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President	S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C.	His Honor W. MORTIMER CLARK, K.C.
THOS. BRADSHAW, Esq.	JOHN FIRSTERBROOK, Esq.

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FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, \$25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,  
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President.	J. J. KENNY, Vice-President
P. H. SIMS, Secretary.	and Managing Director



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We are agents for

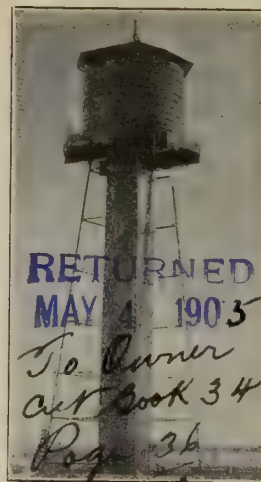
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**GALT** Wool

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ASK TO SEE SAMPLES.

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If you require anything in the **Water Supply Line**  
write us.

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Branch  
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## The "1900 JUNIOR" Washing Machine

The Simplest, Easiest, most Efficient Machine for washing clothes ever invented.

Used in nearly every country in the world. Tens of thousands have been sold in the United States. New in principle. Sold on most liberal terms. Widely advertised.

Send for Catalogue. Agents Wanted.

**THE BACH SPECIALTY CO.**

355 1/2 Yonge St., TORONTO.

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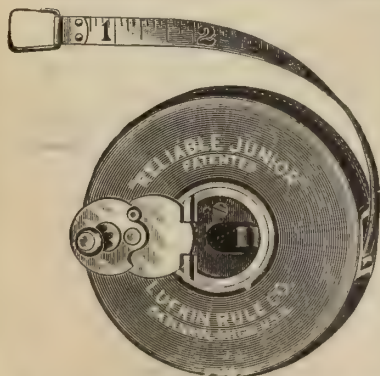
"The Light that Never Fails." Thousands of homes, offices, stores, churches, hotels, factories are lighted with the **Angle Lamp**.

Its marvellous light combines the brilliancy of gas, the softness of oil, the steadiness of electricity, uses ordinary kerosene oil, one quart in 16 hours. No smoke. No odor. "No under shadow." Widely advertised. Agents wanted in Canada.

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**THE BACH SPECIALTY CO.**

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**LUFKIN MEASURING TAPES**  
Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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London Office and Warehouse—48 Lime St.

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# NOVELTIES FOR THE HARDWAREMEN

## Combined Wrench and Pliers.

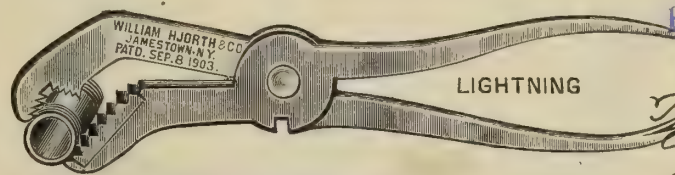
**A**N improved form of the Lightning Combination Wrench and Plier, manufactured by William Hjorth & Co., Jamestown, N.Y., is being introduced to the trade. The new feature is the high grade tool steel interchangeable jaw, which necessarily receives the greater amount of strain and wear, and which, at any time, can be easily replaced with a new jaw, at slight expense, if necessary. The main characteristic of this form of wrench is the geometrical lines of the upper jaw, by which sufficient grip is obtained without exerting enough pressure to crush the pipe, it being possible to

long, bright, taking 1-8 to 3-4 and 1-8 to 1 inch pipe, respectively.

## Drawing Knife With Folding Handle.

**A** NEW line of folding-handle drawing knives is being introduced by the Ohio Tool Company, Columbus, Ohio, the accompanying illus-

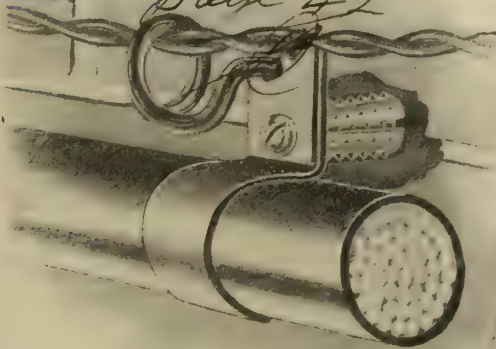
mit the handles to be set at a great variety of angles. When folded, this knife makes a very compact and useful tool for the carpenter's outfit. The handles are set in such a way as to avoid the strain and tension peculiar to the ordinary drawing knife, and this allows the tool to be held in the natural



Combined Wrench and Plier.

RETURNED  
APR 1 1905

To Owner  
cut Book 32  
Page 42

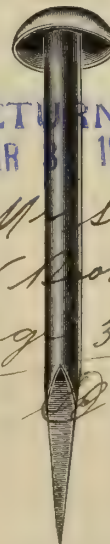


Long Saut Cable Clamp.

grip and turn pipe or rod by pressure on the upper handle alone, and without gripping the under handle, on account of this principle. The removable jaw is held in place by a screw entering from the under side. Immediately below the pivot is a wire cutter similar to those on the Button plier, and at the handle ends are a screw driver and nail or tack puller, respectively. The tools are made of drop forged tool steel, properly tempered and nicely packed. They are made in four sizes, No. 2000, 6 and 7 inch, nickel plated, to take 1-8 to 3-8 inch pipe, and No. 2001, 9 and 12 inches

tration showing the details of the knife and mechanism.

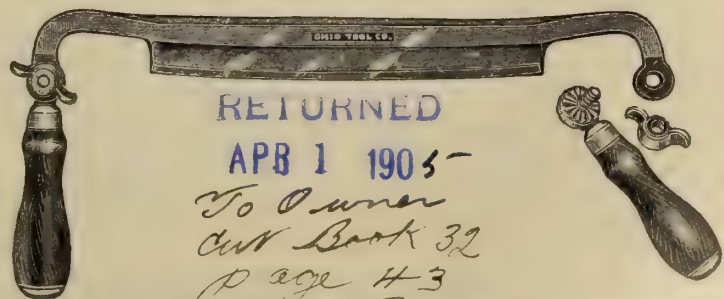
The ratchet adjustment used, will per-



Bell Head  
Picture Nail.

RETURNED  
MAR 8 1905

To Mr. Slater  
cut Book 32  
Page 30



Folding Handle Drawing Knife.

way while in use. The knives are made from a high grade of tool steel, and are treated and tempered by an improved process, insuring uniformity of temper, and a correct cutting edge.

## New Cable Clamp.

**A** NEW cable clamp called the Long Saut has been placed on the market, the general arrangement of which is shown in the accompanying illustration. As will be seen, this arrangement provides a secure fastening for attaching pipe conduits or lead-covered cables to brick, stone, concrete or wood, as well as a support for bridle rings to carry bridle wires. The clamps are heavily galvanized, and made in four sizes, for carrying lead-covered cables from 3-4 inch to 2 inches diameter. The bridle rings are made with machine thread for screwing into the clamp and

can be furnished either galvanized, brass or enamel. The clamps will not dent or injure the lead-covered cable in any way



as is the case where spike cable dogs are used. But one expansion shield (furnished with the clamp if desired) is required for fastening this clamp to the masonry. This alone is a great saving, as it requires the drilling of one less hole than when spike dogs and separate bridle rings are used, besides the fact that the clamps cost less than the other articles. The expansion bolt insures a more secure fastening than where cable dogs are used. Full information may be obtained by addressing the Diamond Expansion Bolt Co., of 9 Murray street, New York.

### Some New Tools.

THE Brown & Sharpe Mfg. Company, Providence, R.I., are introducing a number of new tools to the hardware trade, several of which are illustrated by the accompanying cuts.

The automatic centre punch, is said to be one of the most novel, and at the same time, most practical tools added to the line during the year. It combines features which make it very convenient for laying out work to be machined or drilled. The striking mechanism

each end of the case enables any desired number to be quickly placed in position for use.

There are 22 pitches, including pipe thread pitches, 11 1-2 and 27. The 8 pitch can be determined by using the 16-pitch blade.

The 11 smaller pitches are on blades made narrower than the 11 larger ones, so that they have a wider range of use in measuring the threads of nuts than would be the case were they all of a size.

The gauge numbers are stamped on the outside of the frame, as well as on



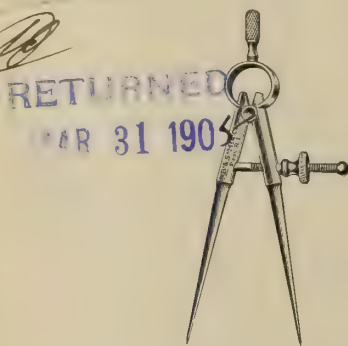
Screw Pitch Gauge.



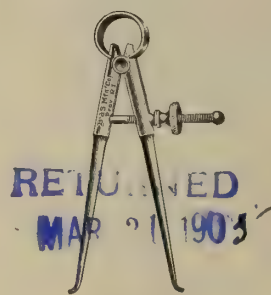
Automatic Centre Punch.



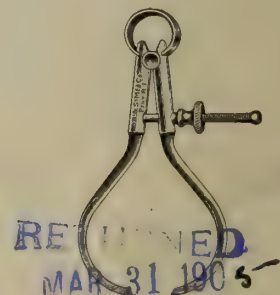
"Knife Edge" Straight Edges.



Tool Makers Dividers.



Inside Caliper.



Outside Caliper.

### Solid Piece Picture Nail.

The Parmenter & Bullock Co., Gananoque, Ont., have recently put on the market a new picture nail, which we here illustrate.

This nail is made in one solid piece, with a hollow semispherical head and highly finished in brass. In appearance, the nail is more attractive than the two-piece nail in general use, and being made in one solid piece, removes the annoyance and destruction commonly heard of through heads falling off. They are made in length 2 and 2 1-2 inches, and packed in 1-2 gross boxes.

ism is entirely enclosed in the knurled handle, and a downward pressure releases the striking block and makes the impression.

Other small cuts illustrate new tool makers' dividers, and inside and outside calipers, while larger ones show a case of "knife edge" straight edges, and the No. 20 screw pitch gauge, which will measure the threads of nuts, as well as screws, and contains the pitches 9, 10, 11, 11 1-2, 12, 13, 14, 15, 16, 18, 20 on one end, and 22, 24, 26, 27, 28, 30, 32, 34, 36, 38 and 40, on the other end.

The arrangement of blades hinged on

both sides of each blade, allowing the user to determine the position of a desired number at a glance.

### Potato and Vegetable Masher.

A NOVELTY that should be a good seller is Walker's Potato and Vegetable Masher, manufactured by the Erie Specialty Mfg. Company, Erie, Pa. It saves time, hard work and material, the potatoes or other vegetables being mashed through a fine rack into the pan below, leaving them light, fluffy and free from lumps. All parts coming in contact with the vegetables are made of malleable iron, heavily tinned. It



STRONG  
DURABLE  
LIGHT



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AND  
CHEAP

## Hardware Dealers

Have you sent us your order for FLOWER POTS?

NO. 1 ASSORTMENT - \$5.10  
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Crates of assorted Pots, Fern Pans, Saucers, etc., prepared to order.

**The FOSTER POTTERY CO.**  
HAMILTON. Limited

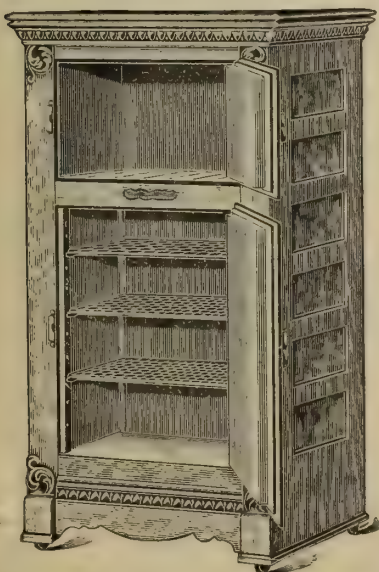
# Window Shades

Special attention and promptness with all orders has put us ahead so fast in the Window Shade trade that we believe we would surprise Canadian buyers. You are invited to send in your enquiries for our Catalogue, or for our Traveller to call upon you. We please others and can please you.

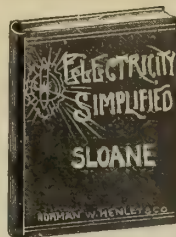
**SMITH, CARTER & SMITH, LIMITED**

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ALL Leading Dealers handle the Best and Largest Line of Refrigerators on the market. That's OURS  
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WRITE FOR CATALOGUE.



## ELECTRICITY SIMPLIFIED

By Prof. T. O'Connor Sloane.

This work is the simplest ever published on the subject of Electricity, and does something not hitherto accomplished. The object of "Electricity Simplified" is to make the subject as plain as possible, and to show what the modern conception of electricity is; to show how two plates of different metals immersed in acid can send a message around the globe; to explain how a bundle of copper wire rotated by a steam engine can be the agent in lighting our streets; to tell what the volt, ohm and ampere are, and what high and low tension mean, and to answer the questions that perpetually arise in the mind in this age of electricity

158 Pages. Fully Illustrated. - Price, \$1.00.

**THE MacLEAN PUB. CO., - TORONTO**



## "LITTLE SHAVER"

A handy kitchen utensil for scraping chocolate, slicing small fruits and vegetables. Sells well at all seasons because always useful. Made of hardwood. Blade of finely tempered steel.

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43 and 44 Percival Street, - London, England

Contractors to H. M. Government and the Principal English Sheet and Plate Glass Works.

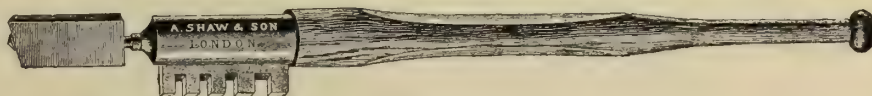
ALSO  
Lead Vices,  
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Established 181



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## GLAZIERS' DIAMONDS



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Canadian Agent

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Tailors' Shears,  
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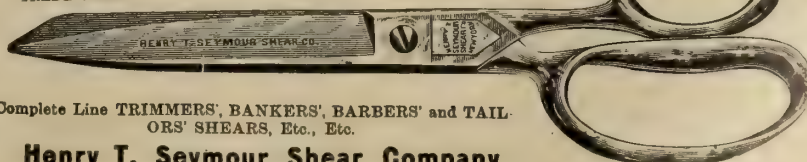
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

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Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

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WIERUSCH & HILGER, Limited, NEW YORK, Sole Agents.





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Take this advice and provide yourself with

**HAMILTON RIFLES**

These are beyond the possibility of doubt the best rifles in their class you ever had offered you.

They retail at \$2.00 and \$2.50. Your Canadian Jobber carries them in stock. We have circulars descriptive of them, which we would like you to send for.

**The HAMILTON RIFLE CO.,**  
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C. H. MENKELS PHILA.

stands 18 inches high, will mash into large mixing pan. The slots are one-sixteenth inch wide, making the product fine as snow. This machine is calculated for use where one bushel or less of vegetables are required. For great quantities a larger size is made.

#### A Handy Ratchet Drill.

SOMETHING new, and of great interest to machinists and users of tools, is the handy ratchet drill, shown by the illustration accompanying this article. The new drill is in six pieces, and is shown in several combinations in Figs. 1, 2 and 3, in each of which the parts are correspondingly let-

RETURNED

APR 20 1905

To Owner  
Cut Book 33  
page 71



Potato and Vegetable Masher.

tered as follows: A, feed screw; B, knurled feed; C, ratchet; D, chuck; E, set screw; F, screw driver bit; G, drill bit; H, rim of pulley; I, hub of pulley; L, level in handle of ratchet; S, bushing; J, tap.

The merit of this tool is in its great adaptability. Each piece fits snugly into its place. When used as a wrench or screw driver, the tool may be used right or left-handed, by turning the ratchet over. The handle may be taken out and used as a level; the bushings are in six sizes, from 1-2 in. to 1 in.; screw driver bit, four sizes; tap, six sizes.

Such a tool made by a skilful workman from the proper materials, would be a convenience hardly to be overestimated.

#### CARRY SOME NEW LINES

Don't overlook the new things that are turned out each year. They may not all have merit, but some of them certainly have, and if you get them before your competitor does you are that much ahead.

The Finest One Man Horse Clipper Made.

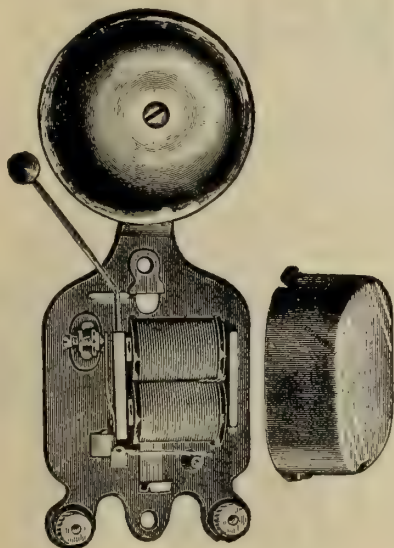


One Man Can Clip a Horse Without Any Other Help.

## Henry Boker's Oaklake Patented Reversible Horse Clipper

FOR SALE BY LEADING WHOLESALE HOUSES





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Large assortment always in stock.

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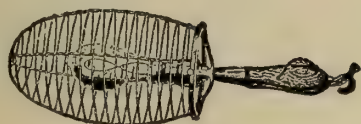
you may want.



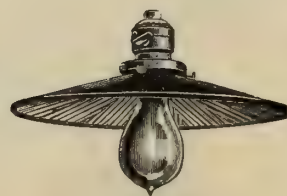
## **SAMSON BATTERIES**

Lead where high voltage is required, being dust proof, clean and easily recharged, and the best bell battery on the market.

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**REFLECTORS  
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# **JOHN FORMAN**

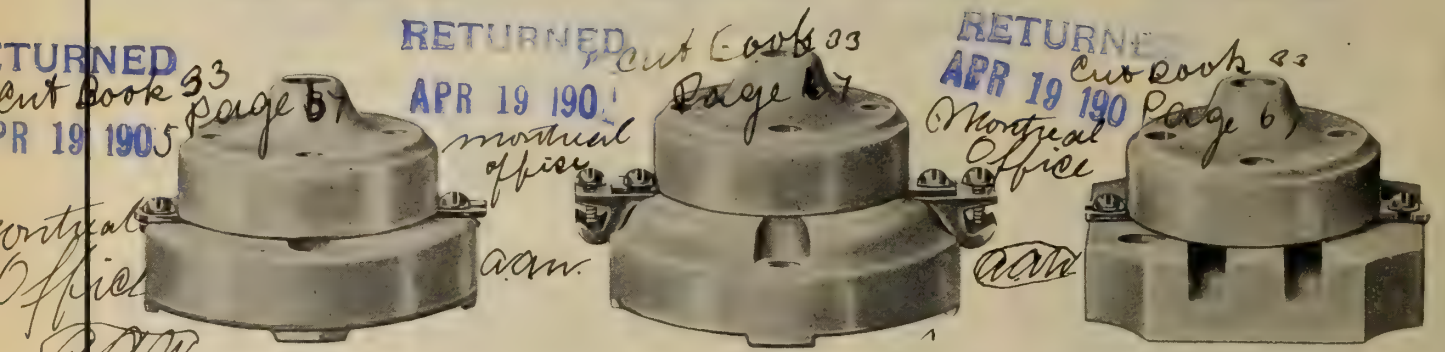
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## ATTRACTIVE ELECTRIC FIXTURES

HONEST  
GOODS

RIGHT  
PRICES



# Munderloh & Co

MANUFACTURERS OF ELECTRIC FIXTURES AND ELECTRICAL SUPPLIES

MONTREAL



# Electrical Goods and Supplies

## Development of Bronze Statuary for Electrical Illumination.

By J. A. Burns.

NOT so many years ago, it was impossible for dealers to handle and sell in even fairly large quantities bronze statuary of the better class the simple reason being that prices were too high, and those who had cultivated tastes for bric-a-brac and orna-

French, Austrian and Belgian bronzes being imported, and the trade rapidly developing. By long odds, the French bronzes are ahead of those manufactured anywhere in the world. The Austrians make comparatively nice goods, but without the artistic sense and finish of the French. Most of the Austrian bronzes have simply an electroplated finish, without having in any way the soft, delicate tones and harmonious colorings of the French artist. The Austrians, Belgians and Germans have tried time and again to produce this particular chef d'oeuvre of the French artisan, but without, so far, approaching them. Of course a medium is struck between the proverbial French goods, and the better German goods, but for the highest class of work in this line, France excels those of every other country. American artists have within the past few years followed closely upon the heels of Austria, and have even produced much better work, and more closely approaching the French than any other nation. They are still, however, far behind the high-class French manufacturer of this line of goods.

It may be interesting to know how these goods are made: To commence with the artist must first have his model. These models are obtained sometimes at great cost, by reproducing in smaller sizes the work of ancient sculptors, although in the past few years, owing to the increased demand for bronzes which can be arranged for artistic electrical illumination, the work of many of the modern sculptors has been utilized, and reproductions in smaller sizes of these can be seen in thousands all over France particularly. The work of the French sculptors has a careless grace to it approached by few others. In many cases, where the old figures were very beautiful, but not adapted to electric illumination, the poses have been changed slightly, so as to keep intact as much as possible the careless grace embodied in the original model. When these smaller reproductions are made, moulds then have to be constructed, and the great cost in the

general bronze statue lies in the difficulty of casting these complete figures, which, of course, are very hard to draw from the sand, in fact, in many cases it is impossible, and the figures have therefore to be cast in pieces, and joined by brazing where the figure is to be in genuine bronze, and by a process known as "burning" the metal together, where it is only an imitation of



Bronze Figure—Munderloh & Co.

mental decoration of this sort could only be found here and there. Rapidly, however, during the past few years, this state of things has disappeared. With the advent of railways, and new commercial conditions, the Canadian public began to spend more money on the decoration of their houses. Many



Bronze Figure—Munderloh & Co.

bronze. In the genuine bronze figure, after they are assembled, they are passed to the hands of the ordinary workman, who does the roughing-down process, by filing and finishing with emery cloth, etc. The figures are then passed to higher-class artisans, who do the finer finishing, retouching, and chas-



ing, producing an almost lifelike effect on the hard solid bronze. These figures are now ready for the finishing process. They are, first of all, put bodily into an electro-plating bath, thereby assuming a uniform bronze color, which is quickly rubbed down with very fine sand, and ready for the last, or coloring process, which, in a few cases, has again an electro or chemical action, to produce the darker effects seen on finished bronzes; but, in most cases, the finishing is done by a special painting process, and herein lies the trouble experienced by nearly all the other nations who attempt in any way to manufacture bronze figures, for they simply cannot attain the smooth-finished effects that the French do.

After the bronzes are thoroughly baked, and have received two or three

be made in quantities, and these assembled by brazing them together, so as to produce a close resemblance to the natural flower. These leaves, stems and flowers are then fastened to the base and back of the figures, and the electrical wires pass through a tube, which at the time takes the place of the stem of the natural flower. Where it is possible, the socket to receive the electric lamp is inserted in the body of the flower itself, giving very beautiful effects when illuminated.

These figures can be constructed to suit the tastes and pockets of almost anyone. There is now such a demand for this class of goods, that it is felt the above remarks will be of interest, not only to dealers, but the public in general.

RETURNED  
APR 11 1905

Owner  
V Book 33  
page 18

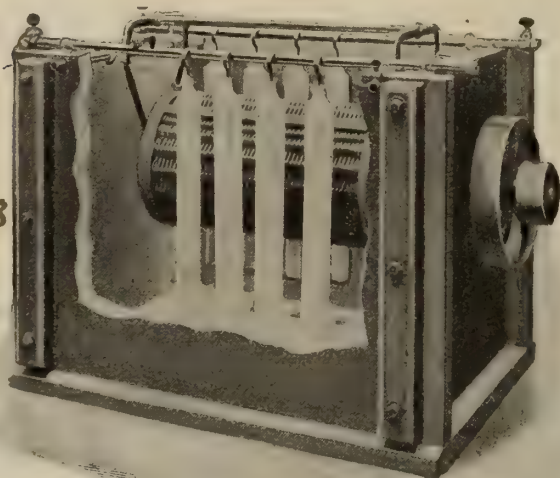


Fig. 1—The Hanson & Van Winkle Apparatus with the side broken away to show the Interior.

coats of coloring, they are then almost indestructible, and will preserve these effects for years. The beautiful, smooth finishes seen on the French bronzes is produced by a special kind of wax, rubbed in with a hard brush.

The above remarks apply equally to the cheap and high-class bronze figure, as manufactured in France. Of course, the qualities of the work vary. With the cheap goods very little money is expended, and on the high-class goods no amount of money is considered too great. After the bronzes are finished in this way, they are then ready for the decorative ornamentations now so largely in vogue. These ornaments are made of solid bronze, largely hand-made, and stamped. For instance, the leaves of roses and other flowers will

#### A Mechanical Electro-Plating Apparatus.

**A**N apparatus for electro plating, as is illustrated herewith, has been placed upon the market by the Hanson & Van Wynkle Co., of Newark, N. J.

The cost of plating small articles, which in the absence of mechanical plating apparatus must be strung or plated in trays, has led to the introduction of various kinds of plating barrels, more or less efficient. The cheapening in the cost of plating by the use of such apparatus has been so apparent that everything introduced to the market has been tried, but in the majority of instances, due to some mechanical or electrical defect, the plating barrel has been abandoned. In this apparatus, both the electrical and mechanical features have re-

ceived close attention and have been much simplified. The barrel is entirely submerged, thus permitting a much larger quantity of work to be plated in each batch. The drive is from the out-



Fig. 2—Charging the Barrel with Articles to be Plated.

side, thus avoiding the use of belts running in the solution. Two speeds are provided for. The plating basket is removable at any time without throwing off the belt or interfering with the drive.

It is applicable to the electro disposition of nickel, brass, copper, zinc, and silver. The class of work which it successfully handles comprises nuts, rivets, shelves, buckles, metal buttons, lamp fixtures, sewing machine and typewriter

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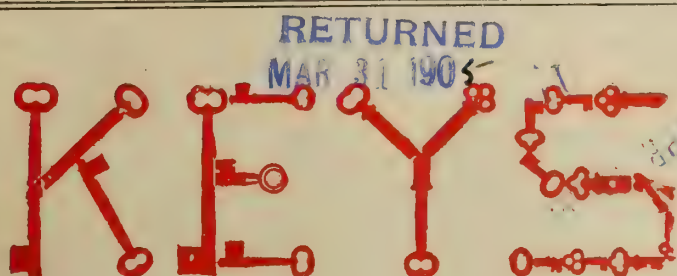
The Old Way.

parts, saddlery hardware, stove fittings, small novelties, trunk and bag fittings, washers, ferrules and a large variety of small articles which are usually strung upon wires or plated in baskets.

Figure 1 shows the apparatus with the side broken out to expose the inter-



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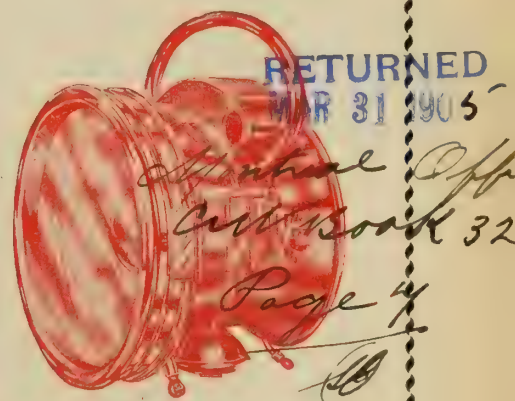
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ior. Figure 2 shows convincingly how much easier the new way is than the old, when each article had to be strung on wires. Figure 3 shows a plant in operation equipped for three kinds of work.

For light work, wicker barrels, one of which is shown in Figure 2, either hexagonal or cylindrical, are used, although wood, hard rubber and other materials may be used where the character of the work makes it desirable. The standard 14 x 24 inch apparatus has a capacity of from 50 to 75 lbs., according to the size of the individual piece of work. Apparatus is made, however, with a capacity of 500 lbs. In this larger size, provision is made for automatically lowering or raising the barrel from the solution. With this apparatus, an electrolytic curved anode, a patented improvement, is used with excellent results. The anode is curved to the periphery of the barrel, so that it is equidistant from the bulk of the work being plated, which results in shortening the time required for the proper deposit and makes the distribution of the metal on the work more even. The apparatus is covered by patents issued in the United States, Great Britain and Canada. Ordinarily satisfactory work may be turned out in from ten minutes to one hour, according to the character of the work, or the finish desired.

At the Newark works of the manufacturer a model plant is being installed, which comprises the latest plating dynamos with up-to-date wiring and measuring instruments, rheostats, time deposit clocks and all apparatus used in plating operations. Here the visitor

#### Time Switch for Store Windows.

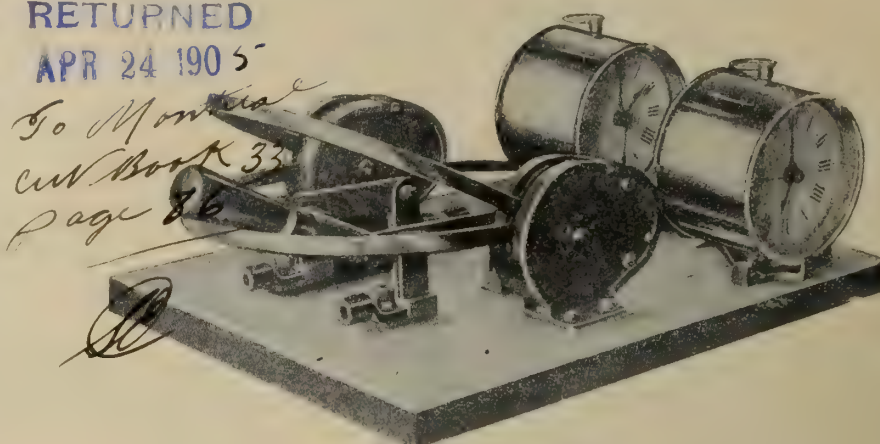
**A**N automatic time-switch, according to an exchange, has been placed on the market by the Crescent Company of Chicago, for controlling show windows or sign circuits

any predetermined times. With this device the merchant can close his store before it is dark or before the evening crowds are on the street, knowing that at exactly the time when he considers it will pay, the lights will be turned on.

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APR 24 1905

To Montreal  
Cut Book 33  
Page 86



Time Switch for Store Windows.

of from twenty-five to seventy-five lamps. As will be seen by the accompanying illustration, it consists essentially of a polished slate base on which is mounted a standard knife-switch, either two or three pole, as the case may be, which is controlled by either one or two Parker alarm clocks.

The switch is connected in the circuit and is used as an automatic service switch for the show window or signs. It is simply necessary to set the clock at the specified time, which is done the same as in the case of any ordinary alarm clock. At the time set the clock

and turned off again at the hour he considers it will no longer pay.

#### Motor-Car Savings Banks.

An English newspaper tells of a "motor-car savings bank" which makes journeys in the north of France, stopping in villages on stated days to receive such sums as thrifty country people, having saved, may be desirous of depositing in a savings bank. The motor car, which is electrically driven, carries a small safe, a desk with folding shelves for the depositors, with accommodations for two clerks and a cashier and a seat for the driver.

#### Electrical Notes.

The new buildings of the Westinghouse Company in Hamilton will be completed in a few weeks, and the installation of machinery will be commenced. All the buildings are now perfectly heated by steam from two boilers with 225 horsepower each.

Mr. Frederic Nicholls, of Toronto, general manager of the Canadian General Electric Company, has presented to the department of physics of the University of Manitoba, through Professor Frank Allen, a considerable quantity of electrical apparatus. The installation is to consist of the following: One 2½ k.w. 1900 r.p.m. 125 volt, compound wound generator, complete with pulley and rails and field rheostat. For the operation of the above generator there will be furnished one 3-horse-power 1800 r.p.m. 500 volt, shunt-wound motor, with pulley, rails and cutler-hammer automatic, no voltage release starting rheostat.

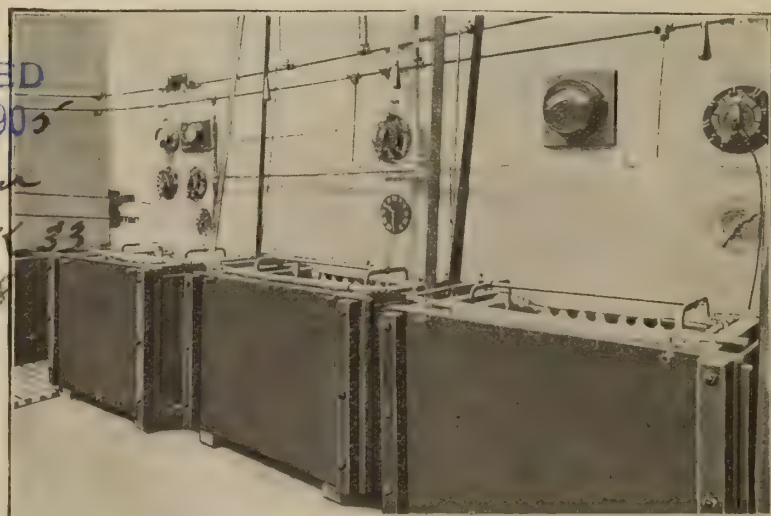


Fig. 3—Nickel, Copper and Brass Tanks in Operation.

may see all operations in plating and inspect samples of finished work, or may have samples of his own furnishing plated to demonstrate the ability of the machine to handle the work in which he is interested.

will trip the heavy spring which actuates the knife-switch and cut out the entire circuit. One type turns lights off only. Another of similar design is made with two clocks, and automatically turns on the lights and turns them off again, at



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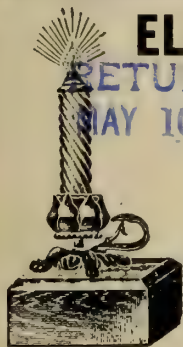
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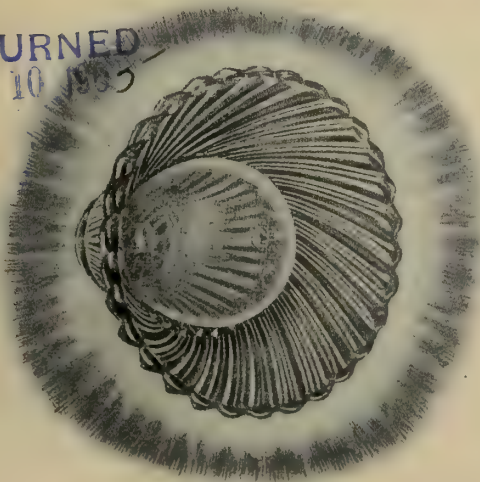
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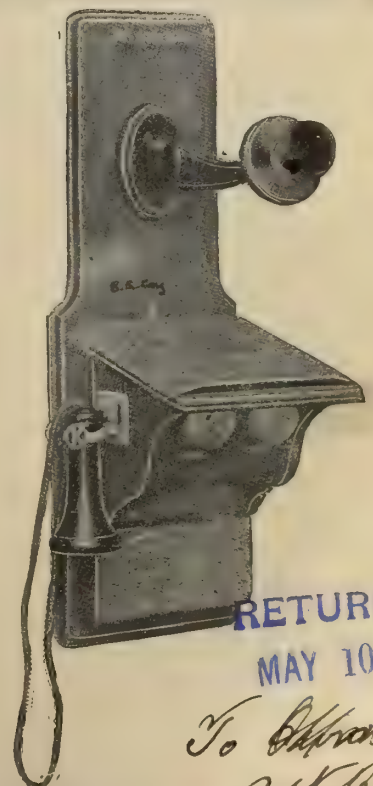
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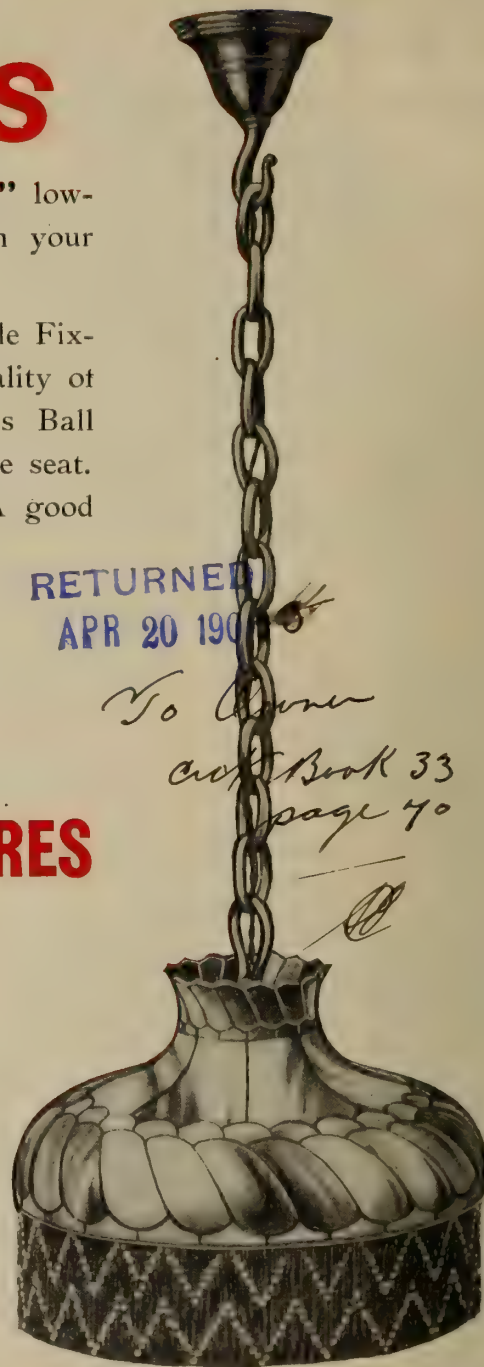


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*To Owner  
Crock Book 33  
page 40*

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# HEATING AND PLUMBING

## ADVANCED METHODS OF VENTILATION AND PLUMBING.

By W. H.

### ARTICLE IV.

AS will be seen in the accompanying cut, the drawing represents a stack pipe carried up and bricked around a warm flue. This, of course, is applicable either to the kitchen chimney or the furnace flue, whichever is most convenient. The object of this pipe being carried up at this point is for the purpose of preventing frost gathering on the top, and freezing the stream. The writer has noticed many cases where this has occurred, especially where a great deal of hot water is used in the different buildings, both factories and residences.

The reader will also note the system the writer recommends for connecting the different air-vents from the different fixtures to the stack pipe. In this instance, a three-inch pipe is connected at both ends, and the different air-vents are connected to this pipe, making it one of the most perfect systems of ventilation used to-day. It must be understood, that, the cast-iron pipe should be carried right through to a sewer. In some places, a trap should be used at the street line, this being necessary in some cities. But if a new sewer system were being put in a town, I would strongly advocate that no traps be used in the street line.

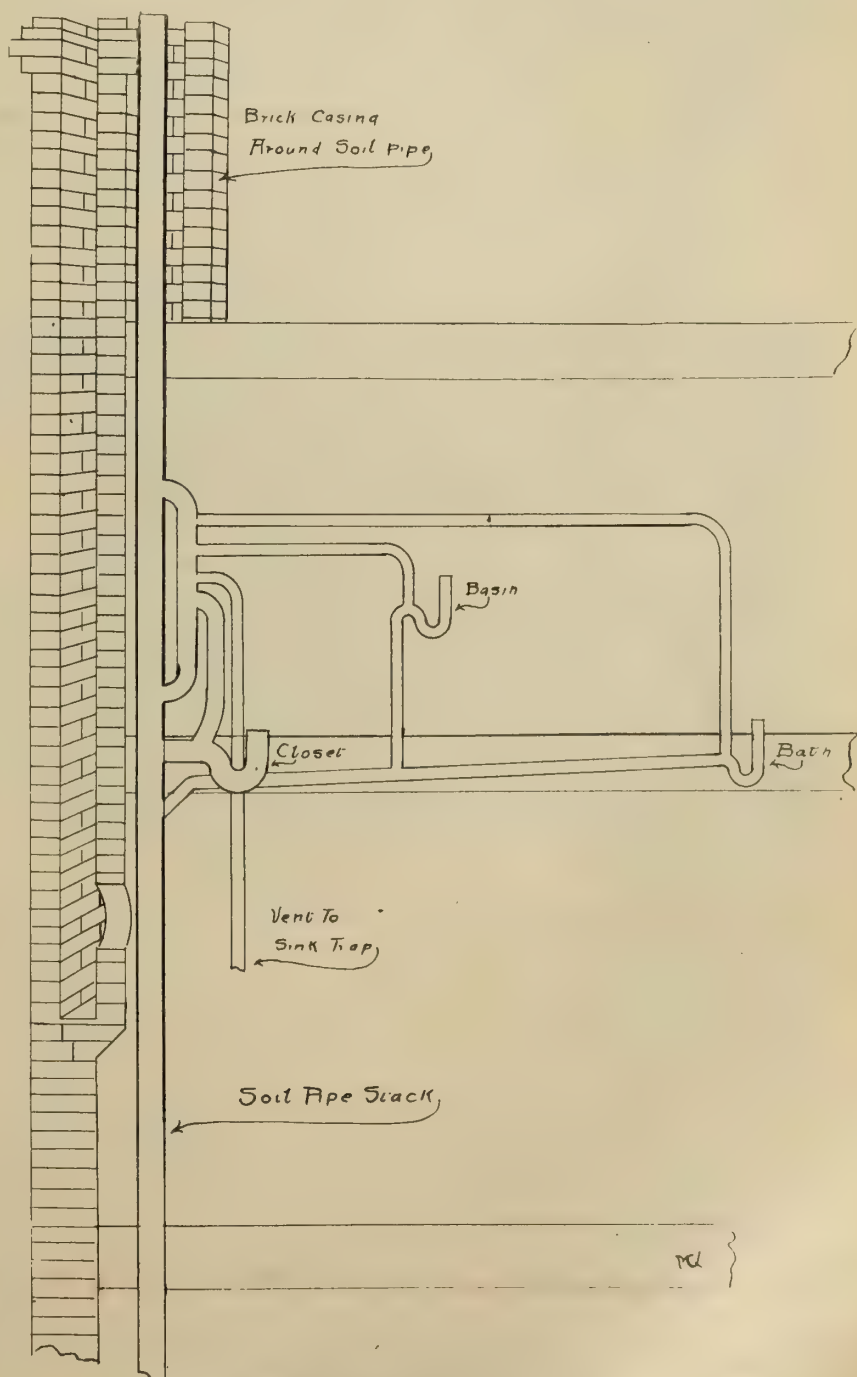
The principal of putting breathers under porches of houses, and on street lines, is one of the most ridiculous and unsatisfactory yet known, and could not have been suggested or devised by anybody who knew the nature of them. Many of our readers will have experienced the disagreeable odors emanating from them on Summer evenings. They should be done away with at the first possible moment.

It is argued that these breathers purify the drain pipes by the air passing through. Odors are caused by little particles of the chemical or other articles inhaled, and the least of these particles removed from the inside of drain-pipe, the better, as it is intended

that this matter should be discharged into the sewer.

Of course, a separate drain should

be placed in the house for the purpose of carrying away the water from the eaves and other fixtures, where only clean water is used. This should be trapped at street line, and the down-pipes from this drain act as breathers. The argument against this is that down-



Stack Pipe Bricked Around Warm Flue.



pipes freeze up. This is not improbable at times, on the colder side of the house, but they are never all frozen at once, and, consequently, there is no danger to the occupant.

The increase in cost of this system is very little, when a new house is being built. They will doubly repay the owner, as where tile pipes are used for carrying away sewerage, they often get choked up in the street line. Some times they are broken in cellars, and

the earth becomes so contaminated before they discover stoppage, that the earth itself has to be removed, whereas in an iron pipe, clean outscrews can be placed at the elbows, and it is impossible for a matter of this kind to occur. This article is written by request, as great differences of opinion prevail among plumbers. This is, of course, only the introduction to what will be written regarding plumbing and ventilation later on.

## How to Get Business in Heating

Don Rex, in Plumbers' Trade Journal

WE have for some time been considering such subjects as "How to figure heating work," "How to determine the size of heater, radiators, etc.," and "How to construct steam and hot-water jobs," and in this paper we wish to talk about the most

are in the business, that you are equipped to promptly handle their work in the line of heating, and that you can do their work at just as low prices as is possible, quality and quantity considered.

There are several methods of accom-

work, a new letter being used every few days. This is the strongest kind of an advertisement.

Another man in the heating business, who is also an amateur photographer, makes a practice of photographing each building in which he has placed a heating apparatus. These photos, 8 by 10 inches in size, are mounted in a book arranged for the purpose and on the page opposite to the photograph is put a letter from the owner of the building recommending the heating apparatus and the contractor. When a prospective customer brings into this man's office a set of plans for an estimate, he is given this book to look at while the contractor is figuring, with the result that an impression is made on his mind as to the character and quality of the contractor's work which the talk and arguments of his competitors cannot easily efface. This plan is surely a "business getter."

Another concern doing a heating, plumbing, stove and hardware business have made up a mailing list, or rather three lists, namely, the first, a select list of the well-to-do property-owners in their town, the second, a larger list of all persons in the town owning real estate, and a third, a list of all the better class of farmers in the surrounding country. At periods of ten days or two weeks they mail circulars or letters to these people, together with some seasonable suggestion. For instance, in the Spring, suggestions of garden and farming implements, etc., etc., paints and oils and other seasonable goods likely to be wanted in the Spring. In the Summer, circulars as to screens, refrigerators, ice cream freezers, etc., and a circular as to repairs and cleaning the furnace or heating apparatus; and in the Fall, circulars of stoves and heating apparatus, etc.

This scheme, applied by the firm doing heating and plumbing only, would not fail to be productive, and many of the circulars with your card printed thereon could be easily obtained gratis from the manufacturers whose goods you handle.

No man building a house costing \$2,000 or above can afford to overlook the advantages of steam and hot-water heat, either as to economy or comfort, and it is more than likely that he can be convinced of this, providing the heating contractor is well enough posted to argue the question intelligently.

We are all familiar with the fact that dating from the use of the old-fashioned fireplace the improvements in the heat-



Electric Fixture Showroom. McDonald & Willson, Toronto.

important part of steam and hot-water heating, namely, "How to get work." Without a knowledge of this part of the business we need not consider the other parts, for without the work to do we need not plan how it should be done. Many of those in the heating business to-day could double or possibly treble their income if they would adopt systematic methods of getting business.

We are reminded of the old saying: "He who bloweth not his own horn, the same shall not be blown." Do not be afraid to let your neighbors, your townspeople and all others who might be prospective customers know that you

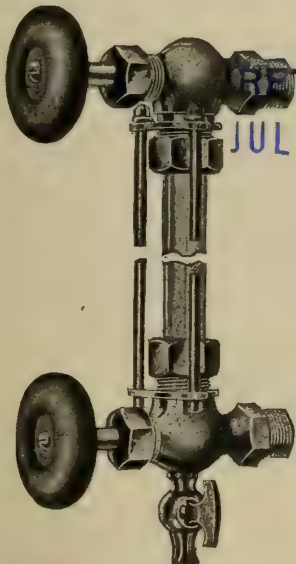
plishing this, among them being advertising in your local paper, and the frequent and judicious use of the mails in sending circulars and circular letters. While the question of advertising is somewhat of a conundrum in the large cities or towns, it is comparatively easy in the smaller places of say from 8,000 to 10,000 population.

One firm who are successful in business keep an advertisement in the local papers and publish under their business card and the heading: "Our customers are always satisfied," a letter of recommendation from some one for whom they have done heating or plumbing

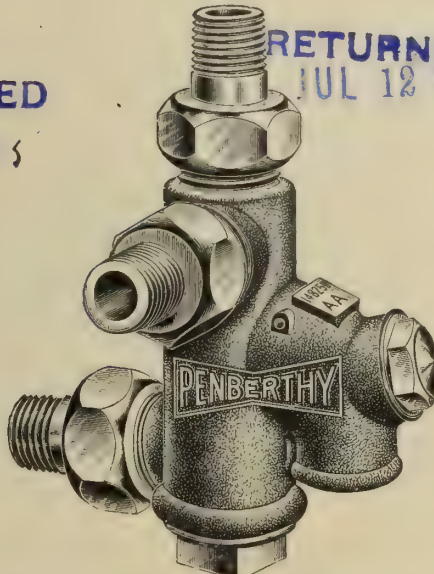




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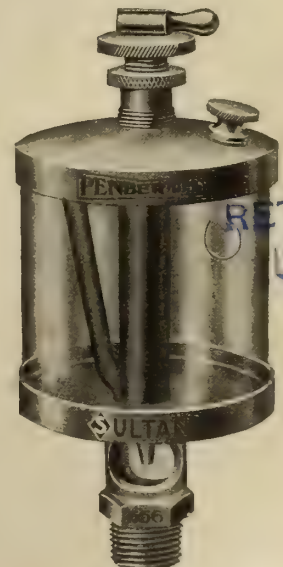
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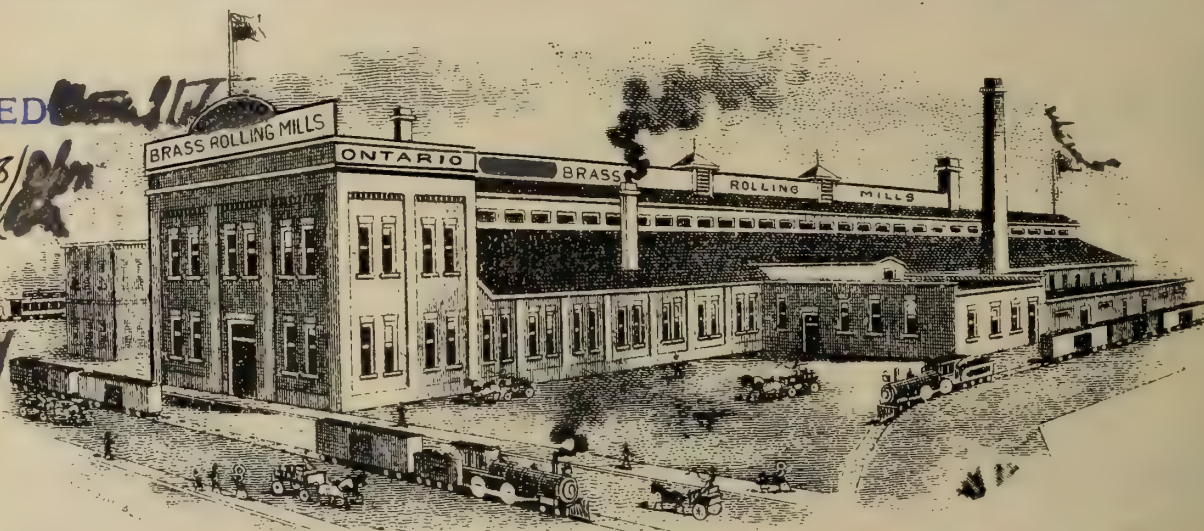
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ing of our homes were first, the stove; second, the hot-air furnace; third, the steam-heating apparatus, and finally,

or heat from a stove against the windward side of a house. Heat from a stove or furnace is simply radiated or

of the heated air makes comfortable all portions of the room, no matter in what direction the wind may be blowing. Let us take up the consideration of a furnace or a steam or hot-water heating apparatus, and answer some of the questions likely to be asked by the prospective customer.

What is the difference in cost? The first cost of a steam heating apparatus is not quite double that of a furnace job. The cost of a hot-water apparatus is about 25 per cent. more than for steam.

What is the difference in the consumption of fuel? For a residence wherein the effort to heat by a furnace requires fifteen tons of coal (we say effort, for the house is never thoroughly heated), the same could be thoroughly heated by steam with ten tons of coal, and with hot-water with eight or nine tons.

How about cleanliness? With a furnace there is always more or less dust and dirt carried into the rooms, which settles on the furniture and furnishings. Clean and dust a room heated from a furnace and close it up. Let it remain closed for a day or two, and if there be a piano or piece of polished furniture in the room you will be able to write your name on it in the



Electrical Display Room. Mechanics' Supply Co., Quebec.

the hot-water heating apparatus. (The question of electricity is not here considered, as its cost is yet beyond the reach of the average house owner.)

In the order given above can the question of economy be considered, a hot-air furnace requiring less fuel than the several stoves necessary to heat the same amount of space, while the hot-water apparatus requires less fuel and attention than any other method of heating.

In the question of first cost, the various kinds of apparatus stand in the order given, and it is to this more than to any other thing about the home that the old saying: "The best is always the cheapest" may be truthfully applied.

In the order given can also be reckoned the volume of heat or the comfort to be derived from a heating apparatus. The old-fashioned fireplace warms only the one side of the one room in which it is placed. Stoves warm residences or buildings only in spots. Furnaces in protected buildings warm fairly well, but let the wind blow from the north, north-east or north-west, and it is impossible to heat this side of the building. Why is this so? It is impossible to force hot air from a furnace



Plumbing Show Room. Mechanics' Supply Co., Quebec.

given off into the room. With steam or hot-water heat, the air in the room is turned or revolved, and the circulation

accumulated dust. There is none of this where steam or hot-water heat is used.



Is there any noise or danger? There is no noise unless it be from the improper piping of a steam job; and from steam or hot water there is no danger, while from a furnace there is much

ment as a basis for argument, let us take an eight-room house. If hot-air registers were placed in all the rooms the cost for a furnace job would be at least \$150; a steam job in the same

nine years we have lost enough to have paid for a hot-water heating apparatus, and the real life or the better part of the life of our furnace is gone, saying nothing of the fact that we doubtless paid from \$25 to \$50 for repairs to it during this period.

Had we in the first place borrowed the additional money necessary to put in hot water (\$175) and paid interest on it at the rate of 5 per cent., our saving yearly would have been \$20 — \$8.75 equals \$11.25, and instead of having a worn-out furnace at the end of ten or twelve years we would have a hot-water apparatus good as new and a nice little sum in the savings bank, provided we had deposited our saving, or \$11.25 annually.

Now, to our readers we would say, when one of your neighbors or townspeople starts to build a new residence, or when you are called to see about repairing an old worn-out furnace, just put the above facts to him in a manner he can clearly understand, and as a result you should not only get a new contract for a steam or hot-water heating job, but earn his gratitude as well.

There are many other methods of getting business, and many other argu-

risk and peril. The insurance reports show that each year thousands upon thousands of dollars are lost by partial or total destruction of buildings, due to overheated furnace pipes.

What is the life of the various systems of heating? A good furnace may last ten or possibly twelve years. It will, however, consume more fuel in the last few years it is in use than when first installed. The average life of a low-pressure steam job with a modern cast-iron boiler is from twenty-five to thirty-five years, and a hot-water apparatus with a cast-iron heater is practically indestructible.

How about repairs? Fifty per cent. of all furnace jobs, as usually installed, require repairs under five years, while a steam-heating apparatus requires few repairs under ten years, and a hot-water job no repairs in the same period.

There are many other advantages in using steam or hot-water heat, which we will not endeavour to discuss in this article, such as ease of attention, ventilation, and purity of the heated air, etc.

Let us now, as a possible consumer or customer, look squarely at the facts as given above, and see if we can afford to be without a steam or hot-water heating apparatus in our home.

A statement we have heard frequently is "A ton of coal represents the interest on \$100." This, to our mind, is putting it mildly, as coal is very cheap at this price. However, using this state-

house, \$275, and a water job, \$325. It is a fair statement that the steam job will save at least three tons of fuel over the furnace job, and that the saving by



Stoves and Mantles Exhibit. Mechanics' Supply Co., Quebec.

heating with hot water would be at least one ton more, or a total of four tons. Therefore, for each year we use our furnace we are losing \$20, or, in less than

ments to use in talking to your customer which space will not allow us to discuss, but we think a careful reading and consideration of the above will prove of





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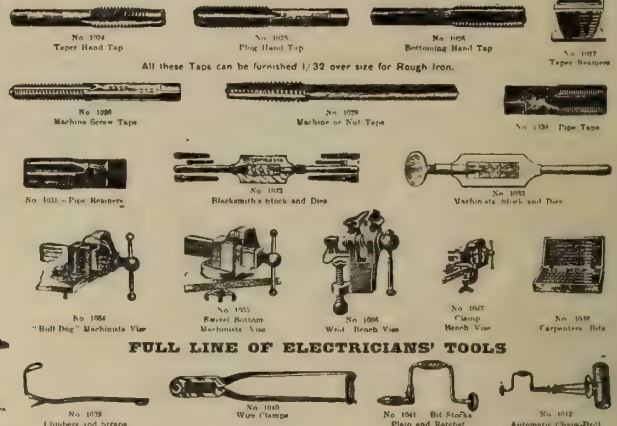
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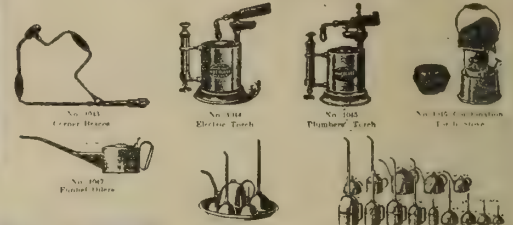


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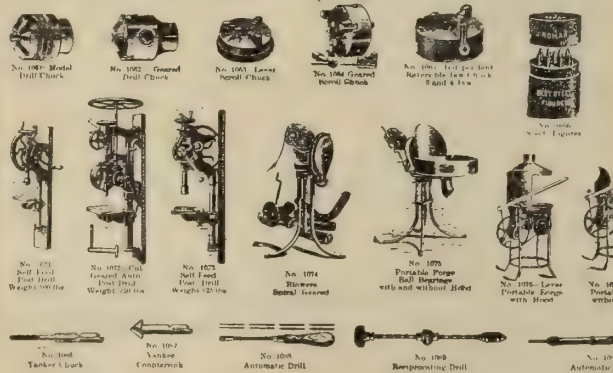


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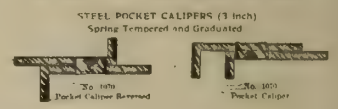
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Outils et Fournitures pour Plombiers, Gaziers, Mécaniciens, Ingénieurs, Electriciens, Etc.



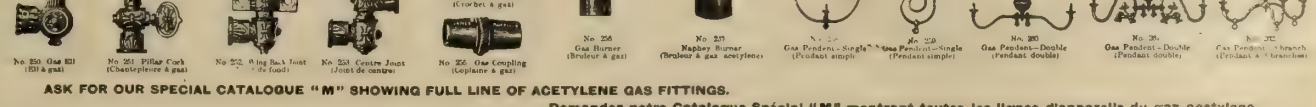
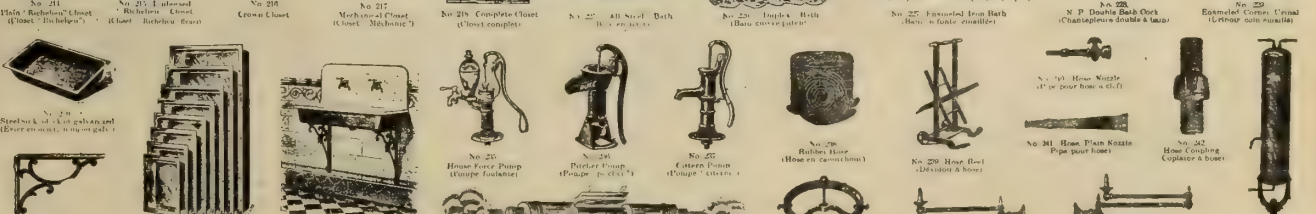
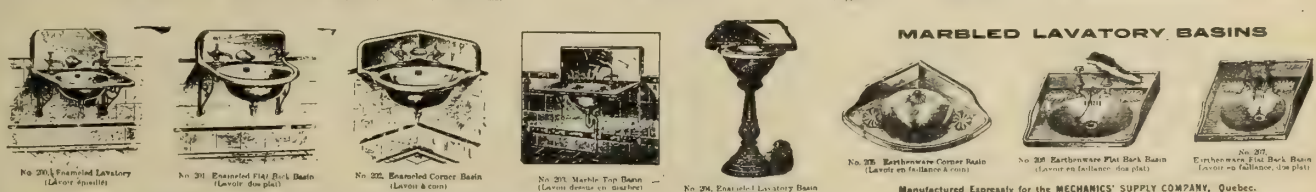
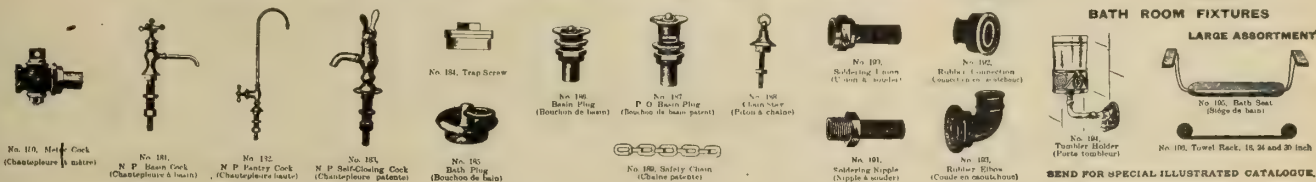
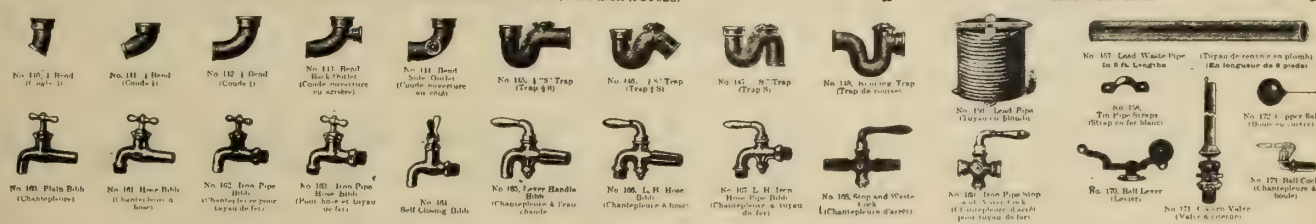
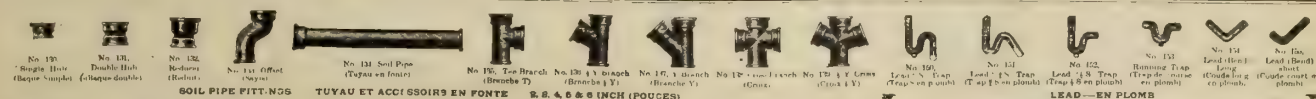
Tools and Supplies for Plumbers, Gas & Steam Fitters, Machinists, Engineers, Electricians.

EN GROS ET EN DETAIL

WHOLESALE AND RETAIL

Telephone 456.

W. H. WIGGS.



ASK FOR OUR SPECIAL CATALOGUE "M" SHOWING FULL LINE OF ACETYLENE GAS FITTINGS.

Demandez notre Catalogue Spécial "M" montrant toutes les lignes d'appareils du gaz acétylène.

Be sure to give Figure and Card Number when ordering

CARD "J".

Quand vous donnez un ordre ne manquez pas de mentionner le numéro et la lettre "J"

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OCT 5 1905

Y. Curran



# MECHANICS' SUPPLY

COMPANY.

80-90 St. Paul Street, - QUEBEC - 59-67 St. Andrew St.

Outil et fournitures pour Plombiers, Gaziers, Mécaniciens, Ingénieurs, Electriciens, Etc.

CARD  
K  
CARTE

Tools & Supplies for Plumbers, Gas & Steam Fitters, Machinists, Engineers, Electricians.

EN GROS ET EN DETAIL

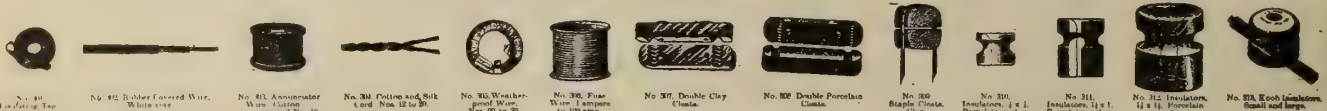
WHOLESALE AND RETAIL

Telephone 456.

W. H. WIGGS.

Fil couvert en Coton, Sole ou Caoutchouc.

Isolateurs en Porcelaine et Grès.



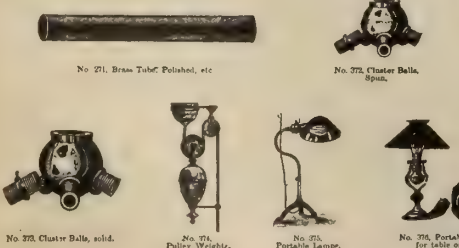
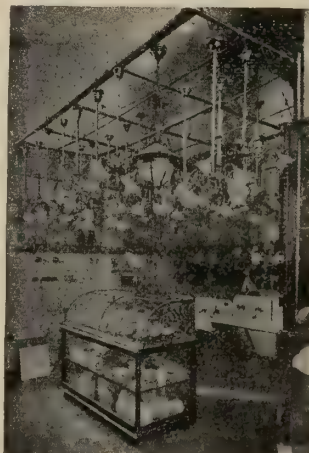
GRAND ASSORTIMENT D'ACCESSOIRES FABRIQUES PAR LA Cie "BRYANT."



FULL ASSORTMENT OF "BRYANT" ELECTRICAL GOODS.



WE CARRY IN STOCK BOTH THOMSON-HOUSTON AND EDISON BASE SOCKETS, LAMPS, etc. WHEN ORDERING MENTION WHICH YOU REQUIRE.



OUR SHOW ROOM — NOTRE SALLE D'EXHIBITION  
— 86 St. Peter Street —

Call and See our  
Samples.

Visitez notre  
Magasin.



WE CARRY AN IMMENSE VARIETY OF ELECTROLIERS, PENDANTS, BRACKETS, Etc. IN STOCK.



Be sure to give Figure and Card Number when ordering.

CARD "K"

Quand vous donnez un ordre ne manquez pas de mentionner le numéro et la lettre "K."

RETURNED  
OCT 6 1905  
To Owner



assistance to those who are anxious to add to the volume of their business.

In closing this article we want to say that laying aside all bright ideas in advertising and the arguments in favor of an up-to-date heating apparatus, it is energy, commonly called hustle, and persistency, which brings contracts for work.

Do not be satisfied with simply estimating the job and perhaps having a few minutes' chat with the owner. Follow up the work energetically until the job is let, and be persistent in your efforts to get it, and, having either secured or lost it, get after the next job with redoubled vigor.

### Handsome Ceiling Cluster.

The accompanying illustration shows to good advantage a handsome ceiling cluster of 20 electric lights designed



Electric Ceiling Cluster. Designed by James Morrison Company, Toronto.

and made by The James Morrison Company, Limited, for the Bank of British North America, Toronto, a full set of fixtures being installed, the designs on each matching the magnificent centre-piece illustrated. The beautiful ornamental cast brass work, the corner pillars, brackets and mouldings, are all the work of the Morrison Company's designers. Hollowpane glass globes are used on all the lights, this glass softening the rays of light and diffusing them, giving a far better distribution than the ordinary globes.

### The Nethery Flush Valve.

THE James Morrison Brass Manufacturing Co., Toronto, are meeting with success in introducing the Nethery Flush Valve, which is illus-

trated in the accompanying cuts. The use of the attachment does away with the unsightly water boxes in bathrooms, the supply of water controlled by the valve being usually held by a tank in the attic of a building. The expense, therefore, for single closets is higher than under the old system, but where a series of closets are installed a saving is made.

This valve is designed to control the flow of water to a closet in such a manner as to result in a perfect flush and refill of closet at each push of the button, to be noiseless in operation, positive in action, and to prevent waste of water.

As will be seen by the cuts, the piston is one solid piece of metal. The process of flush and refill is controlled by the piston in combination with the casing, which is also a single casting.

This valve may be connected direct to the main or may be used with tank as source of supply. It works equally well under high or low pressure, all that is required is sufficient volume of water to flush the closet.

### A Modern Supply House.

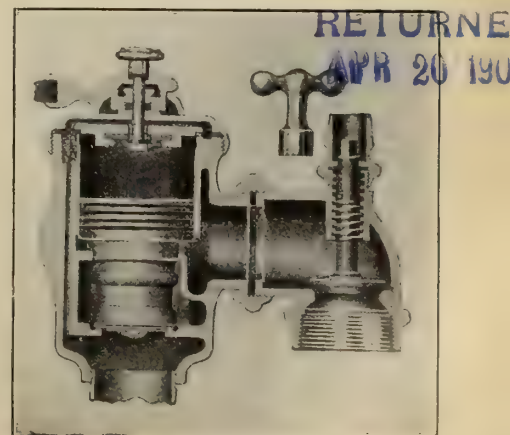
THE year 1889 saw the establishment in the City of Quebec of what to-day has grown to be one of the largest and most up-to-date supply houses in the Dominion of Canada. Mr. W. H. Wiggs, then a young man of 28, started into business under the registered name of the Mechanics' Supply Co., he having had previously some twelve years' appren-

ticeship in the hardware business with two of the leading firms in Quebec, appertains to the hardware business,



Nethery Flush Valve connected to top of Inlet Closet.

but has specialized this information into the plumbing and heating, mechanical and electrical requirements of the trade. This has been largely done through the medium of the trade papers, experiences cover over a quarter of a century. During these years he has made a careful study of everything that Though still a young man his hardware through attending world's fairs and exhibitions where the latest appliances are shown, through the procuring of the latest catalogues showing the newest goods as soon as they are on the markets of Europe, the United States and Canada. Mr. Wiggs is a great reader of trade papers, as he believes that they



View in Section of the Nethery Flush Valve.

are the best business educators of the day.

His efforts have been largely seconded by his able assistant, Mr. Guy H. Simp-



# A HEATING SPECIALTY

## KELSEY CORRUGATED WARM AIR GENERATORS

(PATENTED)

When a dealer has sold a **KELSEY GENERATOR** and has had it properly installed, he has the satisfaction of knowing that he has sold his customer the most efficient, healthful and economical warming and ventilating device to be had.

### KELSEY RECORD


Three only made and sold in 1889.

25,000 in successful operation in 1904.

In use in every part of Canada from the Atlantic to the Pacific.

Properly and economically warming and ventilating a large number of Canadian Schools, Churches, and other public buildings, where ventilation is an important feature.

Upwards of 800 leading heating men in the United States are now selling the **KELSEY**.

 Selling the "How Cheap" lines will never make a reputation for you. It always pays to handle the best of anything.

Exclusive agencies now being arranged for 1905. If interested, write for our printed matter.

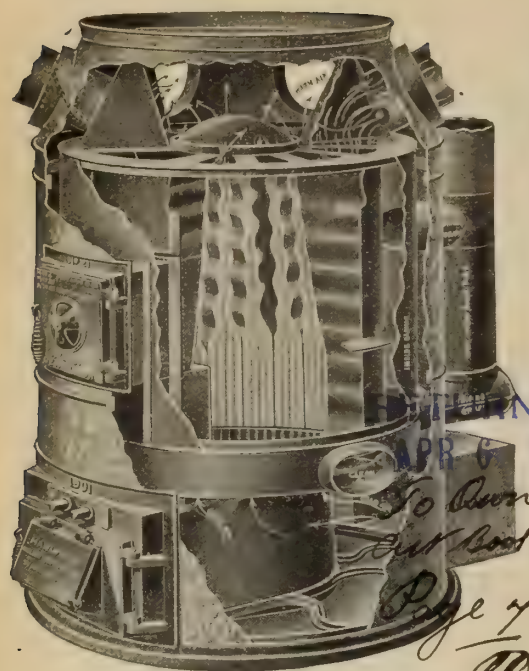
**THERE'S ONLY ONE WARM AIR GENERATOR.**

## THE JAMES SMART MANUFACTURING CO., Limited

WINNIPEG, MAN.

Exclusive Canadian Makers

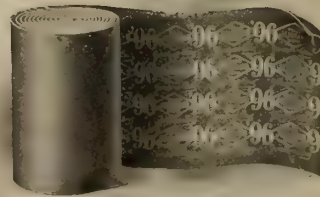
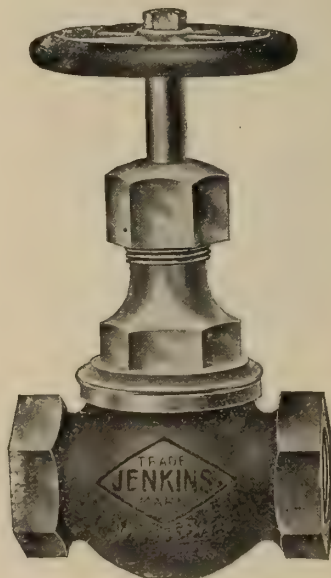
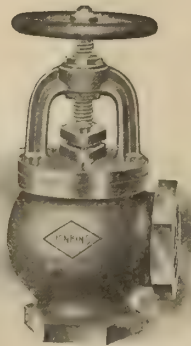
BROCKVILLE, ONT.



MADE IN SIX SIZES.

Heating Capacities: From 5,000 to 100,000 cubic feet.

**Note Particularly:** How Fire Pot is formed - Long, Hollow, Corrugated Sections, Large Area of Heating Surfaces, Great Capacity for Warm Air, Cast Iron Back Pipes.



Catalogue and discount sheet sent on application.

## JENKINS BROS.

35 High Street,

New York

Philadelphia

Boston, Mass.

Chicago

London, E.C.

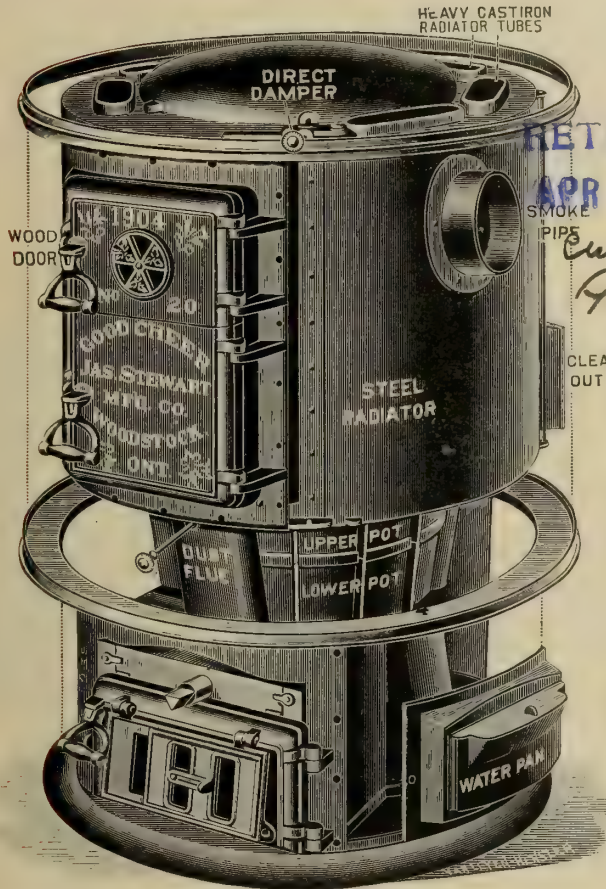


# THE "GOOD CHEER"

## FURNACE

RETURNED

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APR 3 1905

cut Book 34

Pages 4-5

Rm

CLEAR OUT

POWERFUL AND ECONOMICAL HEATER OWING TO ITS IMMENSE RADIATING SURFACE.

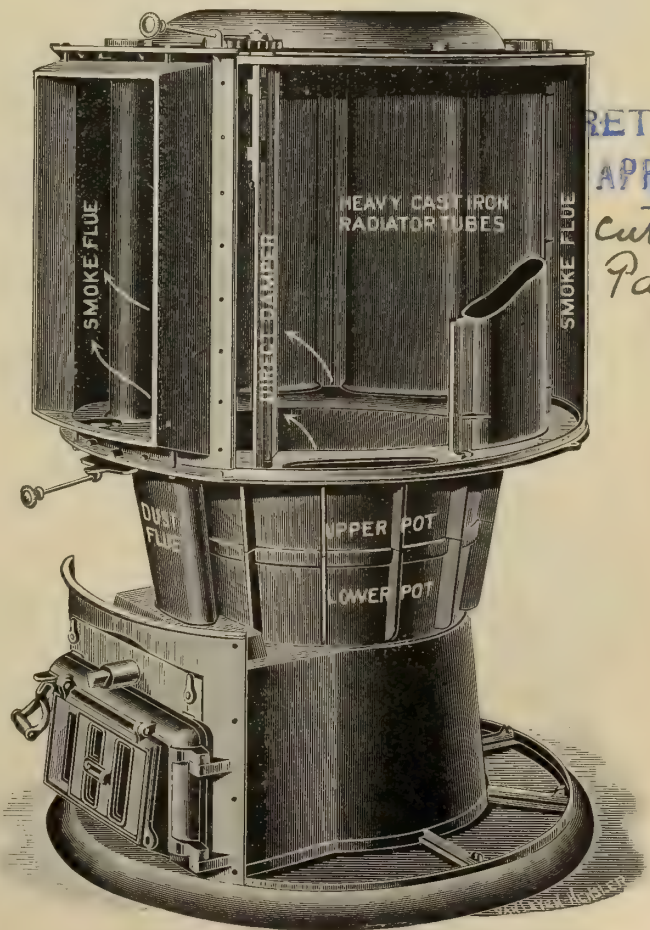
A FIRST-CLASS FURNACE IN EVERY RESPECT.

BURNS WOOD EQUALLY AS WELL AS COAL—NOTE THE LARGE FEED DOORS.

Made in 2 sizes

No.	Diameter of firepot	Height to top casing ring	Heating Capacity
20	20-in.	53½-in.	20,000 Cubic ft.
24	24-in.	55½-in.	35,000 " "

SECTIONAL RIBBED FIREPOT. SOFT COAL GRATES SUPPLIED IF REQUIRED. SMOKE PIPE COLLAR ADJUSTABLE TO EITHER RIGHT OR LEFT SIDE. LARGE, ROOMY ASH PIT.



RETURNED

APR 3 1905

cut Book 34

Page 3

Rm

# The Jas. Stewart Mfg. Co.

WOODSTOCK, Ont., AND WINNIPEG, Man.

LIMITED



son, who has been some 12 years in his employ, and who now has charge of the buying. Under him are the various sub-managers for each department.

All the modern ideas in store fixtures,

## WIRE NAILS TACKS WIRE

Prompt Shipment

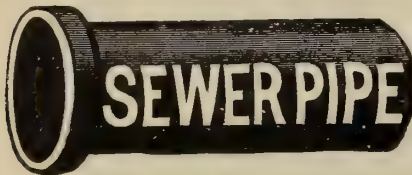
**The ONTARIO TACK CO.**

Limited.

HAMILTON, ONT.

... FULL STOCK ...

## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT.

TORONTO, ONT.

ST. JOHNS, QUE.



## Kerr's Extra Standard GLOBE VALVES

are of the best quality. They give the best of service, and are moderate in price.

Every valve is TESTED, and  
PACKED and GUARANTEED.

Write for Catalogue.

**The KERR ENGINE CO.,**

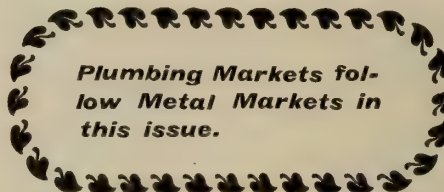
LIMITED,

MANUFACTURERS,

WALKERVILLE, ONT., CANADA

such as cash registers, time recorders, interior telephones, etc., have been introduced into the new premises erected last year by Mr. W. H. Wiggs for his growing business. A routine system in the handling of all orders is followed in each department, in the selling, invoicing, shipping, etc., so that the customer may get the advantage of the promptest delivery of goods, with the possibility of errors reduced to a minimum. Their mail order department is proving a great convenience to mechanics, engineers and plumbers in small towns, where such a large and well-assorted stock of goods could not be carried. Special attention is given to mail orders, and the large illustrated sheets issued by them are a great aid to the intending purchaser.

In addition to the immense stock of plumbing material (comprising some of the most elegant designs of sanitary appliances not elsewhere seen in Canada) they have everything that appertains to the heating (hot water, hot air, steam, gas and electric) of modern dwellings, in-



cluding mantels, tiles, gas logs, etc., which is in a separate department. One whole building has been devoted to the electrical trade; here may be seen a gorgeous display of electroliers, shades, etc., imported from Great Britain, Germany, France, Austria, Italy, the United States and from the leading Canadian makers. Also a full equipment for installing telephones in towns and villages, or for interior work such as in factories, business blocks, schools and other buildings.

To the machinists and engineers their showrooms are a revelation of progressiveness. Nothing adds more to the pay roll than the use of up-to-date tools. They are the best investment and bring the most ample returns to the purchaser. The employee is judged by his use (or the knowledge required for the use) of modern tools. It is therefore advantageous to every machinist or engineer to get into touch with this firm, and this is rendered easy by the judicious use of the advertising issued by them, which is sent gratuitously to all inquirers.

Another important feature of their

business is the furnishing of water-works supplies in small towns and villages. They handle large quantities of black and galvanized pipe, cast-iron pipe, valves, etc. They have recently secured the order for the Levis water-works system requirements in this line, amounting to several thousand dollars.

In all large businesses like these much of the detail work falls on the office staff and its equipment. Nothing has been spared in this department to make it up-to-date. All the latest ideas in office equipment have been introduced, thus insuring prompt attention to all correspondence and mail orders. Mr. W. J. Banks, who has been with the firm some 10 years, is in charge of the

RETURNED

MAY 13 1905

To Montreal  
Out Book 34  
Page 72



Mr. E. W. Sayer, of The Sayer Electric Co.,  
Montreal.

office staff, and acts as the financial manager.

Any of our readers who visit the City of Quebec should make it a point to visit the new building of the Mechanics' Supply Co., where they will be sure to receive a cordial welcome.

### Electrical Novelties.

Mr. E. W. Sayer, of the Sayer Electric Company, Montreal, whose portrait appears with this article, has been connected with the electrical trade for a number of years. Although electricity as a power is practically a new feature, the competition displayed in the electrical supply trade of to-day is something remarkable, and if the novelties, which this company deals in, are not exactly original, it may be of some interest to the trade to know that they are being produced by a new company, which has been organized only recently. The Howard Electrical Novelty Co., of New York, for whom the Sayer Electric Co., of Montreal, are Canadian agents.



# Iron Pipe and Fittings, Valves, Tools, Plumbers' Supplies.

You will save money  
by getting our prices.

**ONTARIO LEAD and WIRE CO., Limited**  
TORONTO, CANADA.

## ASBESTOS



**CEMENT**

## LOOK BEFORE YOU LEAP TRY BEFORE YOU BUY

Have you ever used our Cements? If not, why not? We will send from 2½ lbs. to 1 bbl. on approval.

Made for Canadian Dealers by Canadians.

WRITE DIRECT FOR CLOSE PRICE TO

**G. F. STERNE & SON, Manufacturers**  
BRANTFORD, - - ONT.

## ASBESTOS



**LINING**



*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Hop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

Now in the hands of the printer, ready for distribution in two weeks.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

*Head Office and Factory:*  
*Port Hope, Ont.*

*Sales Office:*  
*50 Colborne St., Toronto.*



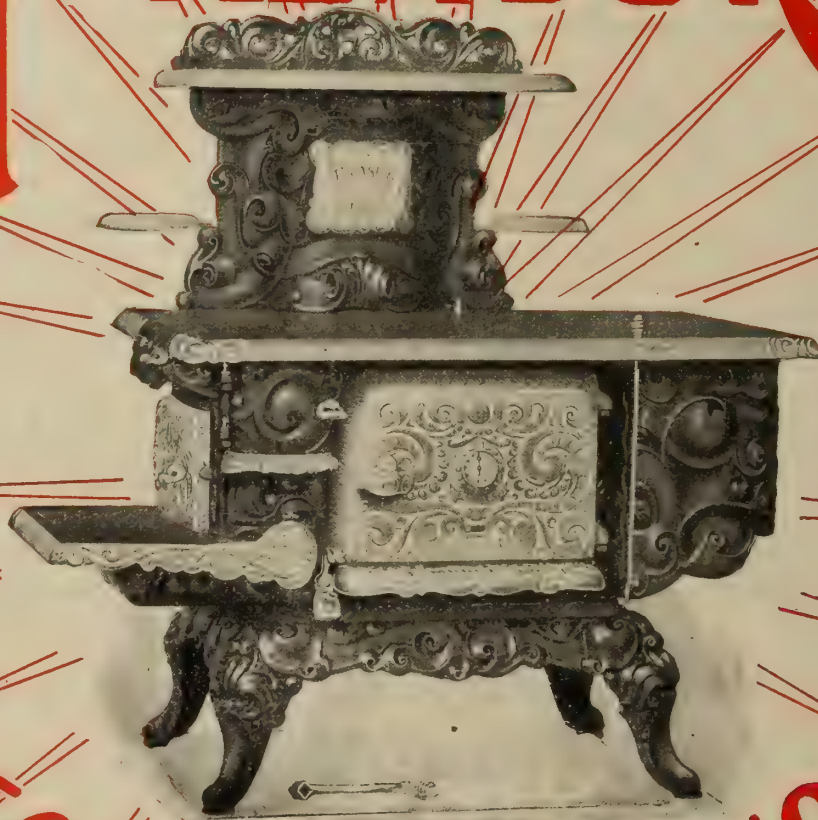


# BAKE, BOIL, ROAST and BROIL

WITH AN ACCURACY DEFYING COMPETITION



# TREASURE



# STOVES AND RANGES

Are you looking for the best? **TREASURE** Stoves and Ranges are yearly increasing in favor among progressive dealers who **ARE** looking for the **BEST**. **ALL** that experience could suggest and skill accomplish has been put in our stoves. The result is they **LOOK RIGHT, WORK RIGHT** and **STAY RIGHT**.

**THE D. MOORE COMPANY, LIMITED**  
HAMILTON, ONT.

MANITOBA AGENCY:

**MERRICK, ANDERSON & CO.,**  
WINNIPEG

BRITISH COLUMBIA AGENCY:

**JOHN BURNS,**  
VANCOUVER





# STOVES AND TINWARE

## THE MODERN TINSHOP\*

By E. L. Garden.

MY remarks will be directed to our dealers in the smaller towns.

The larger cities have a trade so widely different from ours that a tinshop and a tinner that would be just right for these places would be a failure with us. During the last decade or two every class of business has undergone great changes. Few lines of industry, if any, have seen more radical changes than sheet metal working. I can remember as a boy watching the tinner forming, with what seemed akin to magic, the sheets of tin into the shining tinware. Now all that is changed. Modern machinery does these things so much better and cheaper that we would not go to the old method if we could. What, then, are we to do? Shall we close the tinshop entirely, or shall we adjust ourselves to changed conditions? I am aware of the fact that many successful hardware dealers have no tinshops. Yet most of us have some kind of a shop, so that the question is not so much shall we have it as how shall we make it pay.

First of all, the tinner must be different from the one of 20 years ago. The old saying that it is hard to teach an old dog new tricks applies quite forcibly to tinsmiths of the old school. They sigh for the good old days when a tinner never dreamed of doing a piece of work other than that strictly in his line. Those who were readers of one of our trade journals a few years ago will remember what a bitter discussion arose in the tinshop department of that journal over a workman asking his brother tinner for information regarding the erection of wind mills. Here was a man who found that his particular locality demanded that he know how to erect a wind mill and set to work to find out. The old timer hurled a cyclone of abuse on the fellow who was simply following as closely as possible the demands of his particular trade. It is a long way from the bench to the wind mill, it is true, yet most of us sell pumps, and it is only a short step from them to the wind mills.

The ideal tinner in the shop of which I speak must then be a mechanic of broad experience. He need not necessar-

ily be an adept in the use of the raising hammer and some other kinds of obsolete sheet practice, but there are numberless other lines that he can take up with profit to his employer which require no less skill. He must be able and willing to turn his hand to such work as bicycle repairing, pumps, the simple forms of plumbing and even wind mills if his trade demands it. The tinner who is not willing to adjust himself to these changed conditions will have to move on or be a back number. Personally, I find the pump and wind mill line one of the most profitable I handle. However, up to the present

who is dissatisfied can kill the business completely in that locality. If you do furnace work be sure it is done right. I have seen plants installed by men who did not know the first principle of air circulation and their work showed it. What is the result? The owner says it does not heat and burns lots of coal, with but little or no heat to speak of except in some parts of the house. I once lived in a locality where several plants like this had been installed, and I found it was almost impossible to get a chance to talk hot air to the prospective builder. The moment the subject was mentioned he would say, "No! I will burn stoves rather than invest \$175 or \$200 for a rig like neighbor Jones' and then not get any benefit." It was



Interior of Austin Eaton's Store, 287 College street, Toronto.

time I have had work enough for my tinner without doing this.

Then there are many phases of the tinshop trade we do not push as we should. There is, for instance, that of hot air heating. This is a line that should net us a substantial profit. It is one in which catalogue-house competition does not cut a prominent figure. Therefore, if we do not make a profit of it it is because we cut each other's throats. So much depends on having this work properly done that the customer is willing to pay for that knowledge. In order to make a success of hot air heating it is absolutely necessary that you know how. Properly managed, I find it a line that grows very nicely after being well started. One thoroughly satisfied customer sells several furnaces, while one

almost impossible to persuade those men that it was the fault of the installation and not the furnace itself.

The great trouble with the average hot air job is that the customer does not get that for which he pays. He expects to get and pays for a system that not only is tight and solid when installed, but that will stay tight. He expects also to have it installed correctly and honestly. In this, as in other things that count the most, I firmly believe that if a hot air furnace is installed according to correct principles there will be very little trouble from dust—that is, if the work is carefully done, every joint carefully cemented and every part of the duct pipes and casing made as nearly air tight as possible. The old adage, "What's worth doing at all is worth do-

\*Paper read before the North Dakota Retail Hardware Dealers' Association, at Fargo, February 1 and 25.



ing well," never applied to anything with more force than it does to the furnace business. What we are all working for, unless we are commercial parasites, is permanent and lasting success. Often it is the little details that determine whether our course is toward that or the opposite direction. I believe it is policy as well as good principle.

In the tinshop, as well as the rest of the store, talk quality first, last and all the time. If you have to figure so low that you must sacrifice quality, better let the other fellow get it; keep the standard of goods and workmanship so high that your firm name will be with the public a synonym of quality.

### Canadian Enamel Ware.

PRIOR to 1895 the immense quantity of enamel ware sold and used in Canada was imported from foreign countries, and good Canadian money was sent out of Canada to pay for it.

and applied themselves with energy to making a success of this new industry.

In 1895 twelve enamel ware German experts possessed of the secret formulas necessary for mixing the ingredients, were imported, a shop 60 x 80 feet, built with baking ovens, racks and all other equipments, and the manufacture of enamel ware in Canada was successfully started.

Since its inception this industry has made strides quite in keeping with the rest of the McClary works, and from a small shop with a few hands in 1895, has grown to an immense factory in itself, using a floor space of over 120 x 300 feet, greatly increased oven capacity and more than twelve times the number of hands at first employed, all of whom are native Canadians. These figures, of course, include only the enamel shop proper and do not apply to the stamping and other departments of the works, which had also to be greatly

used any poisonous ingredients, which they claim make the use of enamel ware unhealthy and even dangerous. Asked as to the functions performed by such ingredients, Mr. Nicholson, superintendent of the tin and enamel ware factories and master of all their enamel ware formulas, gave a technical explanation and stated that the company had, as a result of much research and at heavy expense, discovered other ingredients which serve the same purpose much better and at the same time avoid any possibility of injury to the health of the people using their enamel ware.

When asked as to the virtues of their lines compared with imported goods the management replied that the wearing qualities, appearance and finish of their latest production, styled "London Ware," has been received most enthusiastically by the trade and is considered by expert judges to be quite the equal of the best German and American lines.

### Thomas Davidson Manufacturing Co.

FEW manufacturing concerns in this country can boast of such a development as the well-known firm of the Thos. Davidson Manufacturing Company, of Montreal. The history of this company dates back to the year 1860, nearly half a century ago. Since the beginning they have gained the confidence of a large portion of the trade by placing on the market articles of excellent quality and appearance.

In recent years, on account of the increase in their sales, they have been cramped for manufacturing space, and we learn that they contemplate building a plant which will increase their present space by fifty per cent.

A site adjoining their present factory has been acquired and will be the scene of building operations as soon as the necessary plans have been completed. The extra area thus obtained will enable this progressive company to extend and develop those departments which heretofore had to suffer from restriction of space. A special feature will be their increased shipping facilities which should secure for them the topmost reputation for quick delivery, which in these days of immediate want orders, is of vital importance, both to the wholesaler and his customers.

The products of this company consist of stamped and pieced tinware, sheet iron and steel ware, galvanized and copper goods and the now justly celebrated brands of Colonial and "Premier" enamelled ware. These brands of enamelled ware have been pronounced by experts to be superior to most goods of this description imported from the United States or Europe, denoting that "Made in Canada" is no empty phrase, which is a fact this firm should cer-



A Well-Arranged Interior.

It was quite apparent for years to the manufacturers of allied lines of goods that Canada offered a good field for the enamel industry, if it could be successfully started, but the immense amount of information necessary, the importation of the right kind of skilled labor, the investment of a large capital and, finally, the competition, in face of a low duty, with foreign makers, who had long since passed the experimental stage, made it rather an unpromising proposition, and one which few capitalists cared to undertake.

The McClary Co., of London, with their well-known enterprise and an assurance born of the fact that they had never to retrace a forward step or withdraw from any undertaking once started, studied all the needs of the situation

added to in order to supply the equipment of the enamel shop.

The writer had the privilege of examining a pie plate the other day which was one of the first samples turned out. The finish was smooth, free from blisters and very creditable indeed, although it had more the appearance of having been painted than enamelled. A comparison between this sample and the present beautifully-finished line of "London" ware which the McClary Co. are making, cannot but impress one with the phenomenal progress that has been made since making their first batch ten years ago.

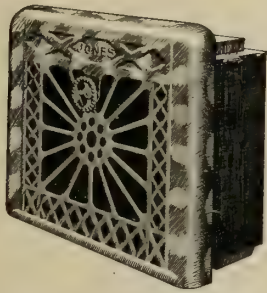
Apart from the constant improvement in the goods the McClary Co. attribute a large degree of their success to the fact that they have never at any time



# Advanced Methods of Warm Air Heating

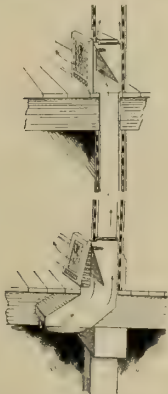
IS THE TITLE OF OUR LATEST CATALOGUE  
WHICH ILLUSTRATES AND DESCRIBES THE

## JONES Side-Wall REGISTERS, and The JONES SYSTEM OF WARM AIR HEATING

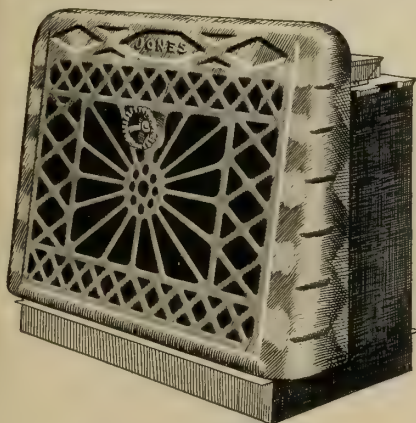


**A No. 12 JONES REGISTER**

For second floor room. Bottom Collar fits  
 $3\frac{1}{4}$  x 12 or No. 8 Wall Pipe.



With Jones Registers but one-half the number of  
basement pipes are necessary.



**A No. 15 JONES REGISTER**

For first floor rooms. Bottom Collar, 7 x 14. These  
Registers are fitted with a Top Collar which fits  
 $3\frac{1}{4}$  x 12 Wall Pipe, or a plate when used for  
heating one room on the first floor.

These Registers have been on the market since 1901 and are used by between five and six thousand of the best furnace dealers in Canada and the United States.

By the use of Jones Registers the efficiency of the furnace is increased; at the same time, the cost of installing furnace is reduced.

**BE UP TO DATE AND  
USE THE BEST.**

There is included with each Jones Register the register which is also a border, a double register box, a ventilator and a deflector. Wall pipes are two feet shorter and but one-half the number of basement pipes ordinarily used are necessary.

MANUFACTURED BY

**The Jones Register Co.**

295 College St.

**TORONTO, ONT.**

MANUFACTURED FOR

**Merrick-Anderson Co.**

**WINNIPEG, MAN.**

**Home Office : THE UNITED STATES REGISTER CO., LIMITED**  
**Burchard St. & D. T. & M. R. R. BATTLE CREEK, MICH.**

OUR CATALOGUE FREE ON APPLICATION.



# SELL SOMETHING SURE TO SATISFY.

DEALERS WHO HANDLE

## THE OXFORD CHANCELLOR RANGE

are unanimous in their expressions of praise for this triumph in Range-making. Every Chancellor customer delighted.

RETURNED

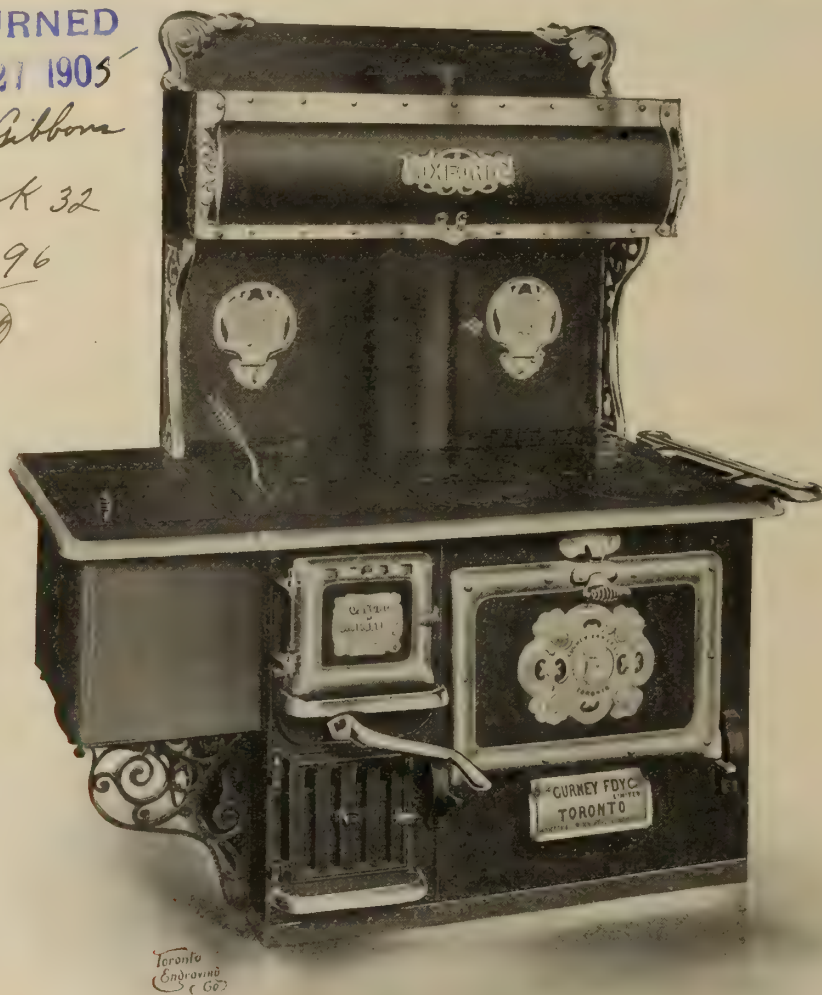
MAR 27 1905

To J. J. Gibbons

Cart Book 32

Page 96

*[Signature]*



*Toronto  
Engraving  
(G6)*

### For Coal or Wood.

This year we have added several optional features. In the illustration the hot water reservoir is at the left, next to the fire-box. We are now also making the Oxford Chancellor with a cast-iron copper-lined reservoir on the right hand end, and an ornamental cast front.

We can also substitute a cast iron base where this is preferred.

The new ornamentation adds beauty and will be appreciated.

In offering a steel range complete in every detail and sure to give entire satisfaction, yet low in price, we are putting in your hands a certain trade winner.

Your stock is not complete without The Oxford Chancellor.

THE GURNEY FOUNDRY COMPANY, LIMITED,  
TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY COMPANY, LIMITED,  
MONTREAL.

THE GURNEY STANDARD METAL COMPANY, LIMITED  
CALGARY, ALBERTA.



tainly be proud of, as the manufacture of enamelled ware is, comparatively speaking, an entirely new industry in this country.

The popularity of these goods may be reckoned from the size of the establishment which produces them. The works, as at present constituted, cover a very extensive area and have at least about 11½ acres of floor space, and employ in the neighborhood of 1,000 hands.

They have apparently a well-defined

have finished taking inventories and are busy on new patterns and preparing for the rush of business which must come before the active selling season from September to January. During the next month or two orders should be booked for thousands of dollars worth of stoves, this being the time when prices are at as low a point as they are apt to be at any time during the season.

to advantage and go away with a good impression—with the "come-again" feeling.

Amongst the stoves carried in stock by Mr. Dundas are Gurney's, Buck's, Burrows, Stewart & Milne's, Findlay Brothers' and Bowes, Jamieson Company's, while a line of heaters and radiators, made by the Pease Foundry Company, is also carried. Ham & Nott's refrigerators, Hyslop's bicycles, Strausky steel-ware and the Rochester Stamping Company's nickel-plated ware are other lines which Mr. Dundas represents in Cobourg. In plumbing and electrical goods, full lines are also in stock, Mr. Dundas having the agency for Keith & Fitzsimmons' fixtures. The business has grown from two employes, 14 years ago, to ten at present.

#### McClary's New Building.

We present in this issue an illustration of the new building erected by the McClary Mfg. Co., on King street west, Toronto, which has just been completed. It will be perceived that the new structure has an imposing appearance, and it certainly is all that could be desired on the inside. Storerooms in the basement and on the ground floor are used for large stocks of tin-plate and other metals, stove parts, churns, freezers, pumps, etc., while at the front, are fine offices and a magnificent showroom, where samples of stoves, refrigerators, tin and enamel-ware, etc., are shown to advantage. Upstairs are three flats, where large stocks of all these lines are carried, the whole building being made as nearly fire-proof as possible, and being supplied with plenty of light from windows on three sides.

#### An Old-Time Stove for Burning Wood, Made in 1774.

**B**ELOW will be seen a photograph of an old stove for burning wood, which was made in England in 1774, and brought to America in the same year. The records show that it is the original stove, and was the first one used in this country. Its first appearance in the United States was in Sharon, Conn., being called the Durham Furnace.

The doors, hinges, and principal working parts are made of wrought iron, and are put together by means of heavy bolts, something similar to the stove of the present time, but of good sized diameter, and roughly made.

The top is perfectly flat, and without any openings, except for the smoke pipe. There is a door, like the one shown in the picture, on the opposite side, and the wood was put in the stove through a hole in one end, and just above it is a crude arrangement for checking the



McClary Mfg. Co.'s New Toronto Warehouse.

purpose of always keeping just ahead of the times, and being guided by an able and energetic management, should justly expect to extend their business influence throughout Canada and also abroad, and thus not only make their own name more widely known but also continue to increase the prominence of our country as a manufacturing nation.

#### The Season for Orders.

This is the off season in the stove trade, and the majority of the foundries

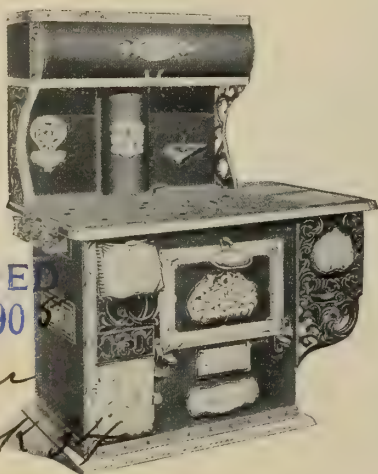
#### A Well-Arranged Interior.

**T**HE illustration accompanying this article shows the store of Mr. A. R. Dundas, Cobourg, who, besides carrying the large stock of stoves and tinware shown, does a large plumbing and heating business. The photo is one of the best Hardware and Metal has been able to present to its readers, and Mr. Dundas is to be congratulated on having such a well-arranged store, where customers can see the various lines of goods



**SUPERB EMPIRE**

19-in. and 21-in. ovens.

**SUPREME EMPIRE**

18-in. and 20-in. ovens.

**SUPERIOR EMPIRE**

16-in., 18-in. and 20-in. ovens.

**W. J. Copp, Son & Co.**

Fort William, Ont.

draught. The stove rests on a stand (similar to the racks of the present day on ranges to hold horizontal boilers) about a foot from the ground, and the total height of stove and stand combined is but a trifle short of three feet. On the end where the wood is put in, there is a hearth attached with a rounded edge, similar in appearance to the end of a trolley car.

The length over all is 3 feet 5 inches, and the width 13 inches. The size of the oven is 1 foot by 16 inches. It is very roughly made, and for its size is exceedingly heavy, the upright sides of the interior of the oven being just a trifle less than an inch thick. Even at this late day it is in excellent good condition, and we are told that if a person desired, he could throw in some wood, and have as good a fire as of yore. As for the date and the name which appears on both sides of the "furnace," the figure 1 on either side is partly broken off, and of such a similarity that it is possible the break was caused by a flaw in the casting.

The original owners left the stove to their descendants, and they in turn to their descendants, and so on until it finally fell into the hands of Messrs. Abendroth Bros., New York, with a clear title as to its genuineness.

To sum it all up, it is really nothing more than a tight iron box placed over the fire, and very inferior in every way to the stoves or furnaces in use at the present time.

**Innovation of Stove Grates.**

**T**HE type of grate most commonly used in stoves and ranges is the shaking grate, which is open to the objection that when it is operated to remove the ashes, coal and clinkers often wedge in between the grate and the stone lining of the stove, preventing the parts from returning to normal position. Another objection is that the shaking is often too violently done, disturbing the fire, and if fresh coal is added it is mixed with the glowing embers, cooling the fire for the time being and causing a considerable delay before it is again brought up to full heat. F. Y. Jansen, Ephraim, Utah, has invented a new grate which aims to overcome these objections. Instead of shaking the fire it operates to poke out the ashes in the manner that a poker is used. The construction comprises a grate proper and a poker device, the latter being provided with fingers which protect through the spaces between the cross bars of the grate. The upper surfaces of the fingers are preferably curved, as indicated in the illustration, so as to extend up into the embers supported by the grate bars. The embers supported on the grate bars.

The poker fingers are attached to a shaft which has bearings in the frame of the stove. Normally the fingers hang idly downward, but when it is desired to clear the ashes from the grate, they are moved into operative position by turning this shaft with a crank handle. The operation is noiseless and very simple. It may be performed rapidly or slowly, with equally good results. The grate proper is also mounted to turn on trunnions so that the contents may be readily dumped when desired.

**A Cement for Iron.**

**A** CEMENT for iron, which is said to adhere with great force and to be perfectly waterproof and fireproof, is made by working up a mixture of equal weights of red lead and litharge with glycerine till the mass is perfectly homogeneous and has the consistency of a glazier's putty. This cement is said to answer well, even for very large iron vessels, and to be unsurpassable for stopping up cracks in large iron pans or steam pipes.



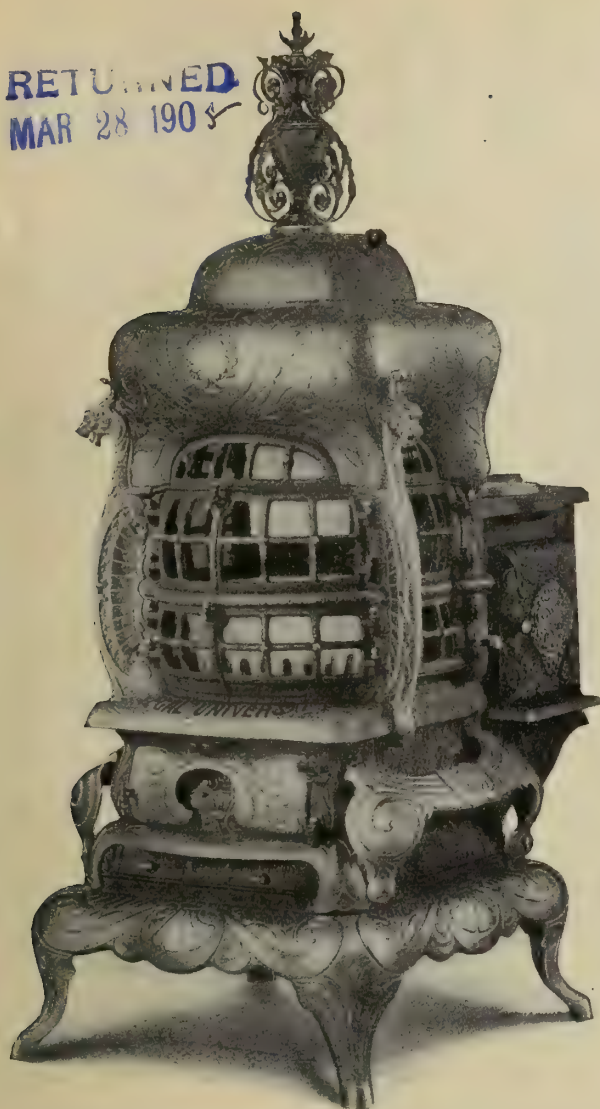
A Wood Stove made in 1774.

**ESTABLISHED TWO HUNDRED YEARS.**

In the old country, where large manufacturers are reckoned by the length of time they have been in business as to their standing, it is a great drawing card with firms who have the honor to state that they have been established two or three centuries. Such a firm as this is Thos. Staniforth & Co., of Hackenthorpe, Sheffield. They have an announcement in this issue; in fact, they have been advertising in Hardware and Metal for some time past, and the many large English houses that have taken advantage of Canadian publicity is noticeable. This firm make a special brand of scythes, sickles, garden shears and garden tools generally. Every pair is stamped and warranted "hand-forged." The agent for this time-proven house is Mr. James S. Parkes, 446-448 St. Paul street, Montreal, and if your jobber cannot supply you, he will be glad to inform you where the goods can be had.



RETURNED  
MAR 28 1905



"Regal Universal" Base Burner, with Oven

# Regal Universal BASE BURNERS

**"Something New and Without a Peer"**

This Base Burner is the most modern upon the Canadian market. It is strikingly handsome, very easy to sell, and when sold will give perfect and lasting satisfaction.

The "Regal Universal" will make the strongest kind of a line for you in 1905.

Look this Base Burner up. It will pay you.

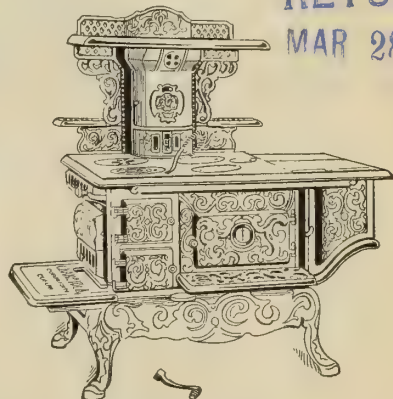
## Grand Idea

**"The Range that Never Fails"**

All that experience could suggest and skill accomplish has been embodied in our **Grand Idea Range**.

**Grand Idea Ranges** will give excellent service to your customers and will make firm friends under all conditions.

Our 1905 Catalogue will tell you more about this high-class Range.

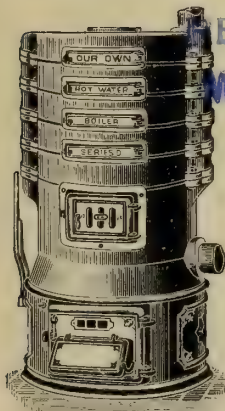


**Grand Idea Range**

RETURNED  
MAR 28 1905

# Kelly Warm Air Furnaces

for Coal or  
Wood



**Hot Water Boiler**

The year 1905 gives promise of being an exceptionally good one for the enterprising warm air furnace man. Most enterprising dealers install the "Kelly."

"Kelly" Warm Air Furnaces are made in four sizes with fire pots, 17, 19, 22 and 25 inches in diameter; and are built to stand the most severe tests.



RETURNED  
MAR 28 1905

To Owner  
Art Book  
Page 2  
20

**Kelly Warm Air Furnace**

**GUELPH FOUNDRY CO., Limited,** Branch Houses: **GUELPH, ONT.**  
Winnipeg, TORONTO and Montreal.



# TELEPHONE CITY HEATERS

(J. B. Turner's Patent.)

## Two Series for Coal for 1905.

**50 SERIES**—Sheet iron tops (see cut.)

**60 SERIES**—Cast top and base.

Four sizes Single Heaters.

One size Double Heater.

Both have either draw centre shaking or Ransom Duplex Grates.

These Heaters are entirely new in principle and give better consumption of gases and greater radiation, with a large saving in fuel.

Hundreds have been tested severely the past winter, with great success. The most careful dealer can safely recommend these Heaters.

MADE ONLY BY

Telephone City Stoves,  
BRANTFORD, CANADA. Limited



50 Series Coal Heater.

# TELEPHONE CITY HEATERS

**Air Tight - Top Draft**

## Wood Heaters

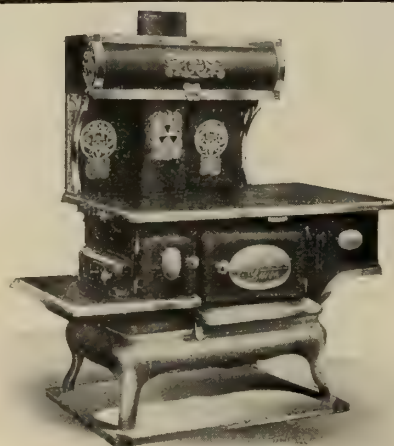
We make the celebrated "best quality" "TELEPHONE CITY" Wood Stoves in 5 sizes of Single Heaters and 2 sizes of Double Heaters. Nothing in the market can equal these in quality. 2,000 in use.

For dealers who want a cheaper Stove for 1905, we make the

## "Mohawk" Wood Heater

in 5 sizes. Single Heaters. They are low in price, but good value. Space does not allow of a description here, so the interested dealer should write for our catalogue.

Telephone City Stoves,  
BRANTFORD, CANADA. Limited



## AGENTS WANTED

Stove dealers—Write us about the agency for

## THE EMPIRE QUEEN RANGE

This range has three outstanding advantages—

**ECONOMY      EFFICIENCY      APPEARANCE**

We can convince you, if you will but give us your attention, that an agency for our range is worth having. Write us about it.

The Canadian Heating & Ventilating Co.  
OWEN SOUND, ONTARIO. Limited

# WHY APOLLO SHEETS

**SELL  
AND  
EXCEL**

THIS STENCIL



marked in red, on a bundle of Galvanized Sheets, means much to every metal worker.

It stands for a tough, pliable, easy-working sheet, made from the best iron; it stands for a perfect coating, well amalgamated with the base plate, a coating which neither breaks nor scales when the sheet is bent or doubled; it stands for long life, for most efficient service, and for unsurpassed protection.

If you do not have a weight card, write to

**B. & S. H. THOMPSON & Co.**

LIMITED

**53 St. Sulpice Street, MONTREAL**

**AGENTS**

**UNITED STATES STEEL PRODUCTS EXPORT CO.  
AMERICAN SHEET & TIN PLATE COMPANY DEPARTMENT**



# COLONIAL RANGE

(REGISTERED 1905)

RETURNED

APR 7 1905

To Owner  
Cut Book 32  
Page 96

*The most Modern, Up-to-date and Artistic Range on the Market.*

*Beautiful, Simple Design, all Up-to-date Improvements.*

*A Handsome Range that Catches the Eye at once.*

*A Splendid Range to Show.*

## Easy to Sell

It only takes a minute to take out the new **Duplex Grate**; its adjustments for **Coal or Wood** are very simple. **The Fire Box is Extra Large**, will take a stick of **wood 24 inches long**.

**All Nickel Parts Removable Without Bolts.**

**There are so many Special Features not found on other Ranges**, we really have not room to tell all here. **Write us for Descriptive Circular.**

## IMPERIAL COOK STOVE

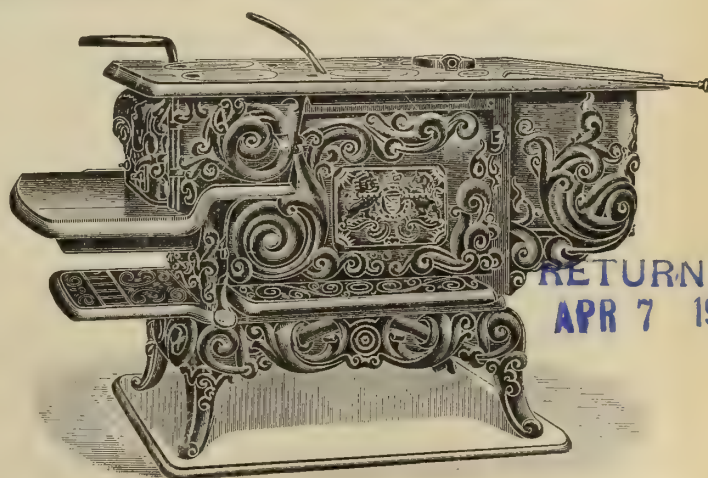
*The Latest and Best Wood Cook Stove on the Market*

		Oven	Fire Box
Size No. 9-21	Four Hole	21½ x 21½ x 13 in.	27 in.
" " 9-23	" "	23 x 24 x 14½ in.	28½ in.
" " 9-25	" "	25 x 26 x 15 in.	30 in.
" " 9-25	Five	25 x 26 x 15 in.	36 in.

Guaranteed to Give Satisfaction in Every Respect.

The Dealer who handles these Stoves takes first place every time.

Write us for Catalog and Prices and secure Agency.

RETURNED  
APR 7 1905

**P.S.—If you are interested in Plows, Barrows or Scrapers, write us for Catalog of Canada's Leading Plows**

# THE PERCIVAL PLOW & STOVE CO.

MERRICKVILLE, - ONTARIO



**SOLARINE**

—A—  
**GREAT POLISH**  
FOR METALS.

If you don't know it, it will pay you to write for information.

**H. F. FALKINER**, Sales Agent.  
60 George St., TORONTO

**Oakey's**  
**'WELLINGTON'**  
**KNIFE POLISH**

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Cansisters

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:

**JOHN FORMAN, 644 Craig Street**  
**MONTREAL.**

**YORK**

Metal Polish beats them all for speed, brilliance, durability. No acid. Liquid or paste, 10c. and up. Direct or through your jobber.

Free samples with every order. Free sample to any dealer on request.

**ANGLO-CANADIAN SUPPLY CO.**  
3 Wellington St. E., TORONTO

In fact, Mr. Parkes has met with marked success in the sale of the Stanforth goods, and it should prove a good omen for other large English houses to do likewise.

**LONDON FIRM GROWING.**

The firm of D. H. Howden & Co., who started business in London, Ont., about three years ago, are experiencing great difficulty in keeping pace with their rapidly-growing business. To meet the growing demands of the trade on them they will erect this Summer a new four-storey building on York street, opposite the Grand Trunk station. It will be fitted in the most up-to-date fashion, and when finished will be one of the best-appointed warehouses of the kind in Western Ontario. D. H. Howden & Co.'s travelers are now familiar to every hardware dealer in Ontario, and the firm pride themselves on having a set of representatives who are both energetic and strictly attentive to their customers' interests. This is in accordance with the policy of the firm, who spare no pains in trying to please their customers. They make a point of shipping goods the day they receive the order. In fact, they advertise themselves as the "quick shippers," and they live up to their advertisement.

**Are you interested in any of the lines that are advertised?**

**A Post Card will bring you price list and full information.**

**Don't forget to mention Hardware and Metal.**

**A REFLECTION OF THE PAST.**

William Pinkerton, the detective, was praising the various cash-registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily, an hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past."

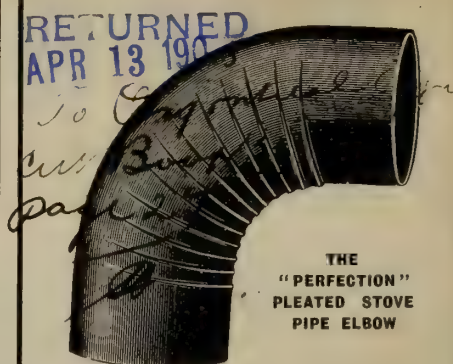
"I heard of a clerk in a grocery the other day who was getting \$8 a week. He had to be on duty at 7 in the morning, and he was not through till 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep."

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise."

"Why, Horace," the employer said, "you are getting \$8 a week. What ails you? When I was your age I kept a wife and two children on \$8 a week and saved money besides."

"They didn't have cash registers in those days," said Horace bitterly. — Cincinnati Enquirer.

RETURNED  
APR 13 1905



THE  
"PERFECTION"  
PLEATED STOVE  
PIPE ELBOW

**\$1.00**

FOR

**50 CENTS**

That is what we give in relative value.

Do you believe it?

If so write to-day and receive by return the following goods at less than jobbers' prices:

One box 7-inch Perfection Pleated Elbows	-	\$1.00
One link of Ideal Stove Pipe		.05½
One box 12-ounce Stove Polish	-	.05
One box 12-ounce Sarpoli Cleaner	-	.05
		<b>\$1.15½</b>

**FOR 60 CENTS**

CASH—Goods will be sent C.O.D., but would prefer to have cash in advance. If references are necessary write to the publishers of Hardware and Metal.

RETURNED  
APR 13 1905

This unparalleled offer will last for 30 days only from this date, and one set only will be sent to one person.

"IDEAL" STOVE PIPE

N. B. This chance is to prove that we have the best pipe and elbows on the market. "IDEAL" and "PERFECTION" are names that mean in reality just what the words precisely express.

ANSWER TO-DAY.

**ST. ARNAUD FRERES**

425 St. Paul Street, MONTREAL



For sale in all hardware and crockery jobbers. The same price as similar goods, inferior makes. Ask for the "Banner."

THIS IS THE BANNER COLD BLAST LANTERN  
Standard Bearer for 1905. BRILLIANT LIGHT. WINDPROOF



## YOUR 1905 LINE

should not be arranged for without investigating the merits and profit-making qualities of the

# Walker "Pilot" Steel Range

### OUR MOTTO

**"Quality will be remembered when price is forgotten."**

**Dealer's Profits.** The dealer's profit on the sale of a **Walker "Pilot"** is frequently double what the ordinary range affords, and the price to the consumer meets competition.

**Quality.** The **Walker "Pilot"** Range is complete with all modern and desirable features, and is properly and honestly constructed of the best material, and has proved itself satisfactory wherever sent.

**Sales Assistance.** We assist the dealer in every possible way in the sale of the **Walker "Pilot"** Range, and are ready at all times to work with them for our mutual advantage.

**This Combination of Profits, Quality and Sales Assistance** will easily permit you to control the Range Trade of your locality, and to build up a business larger than heretofore thought of, and a money maker that will make your heart glad.

**The Walker "Pilot"** agent is going to be the stove-man of your town, therefore it will be well to obtain agency before it is too late, and order on a sample range for your floor.

Our New Plant at Grimsby, Ontario, will be equipped with the newest and most modern facilities for manufacturing, and G.T.R., C.P.R., M.C.R.R. and T.H. & B. switches, (the latter three via Electric Connection), will afford excellent shipping facilities.

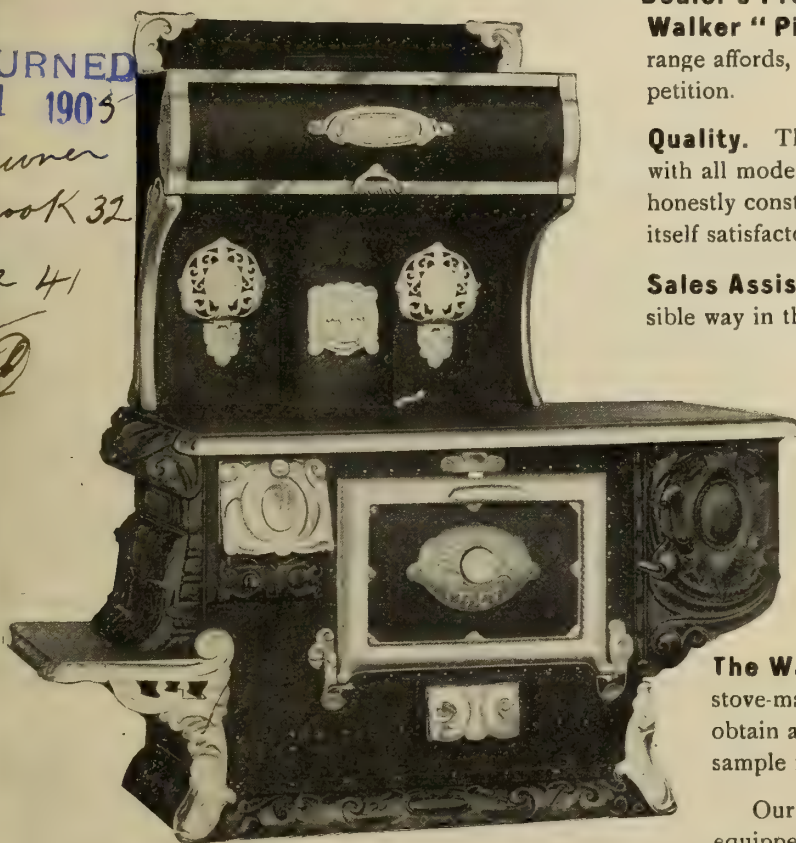
Cut showing **Walker "Pilot" Range** with High Closet and Reservoir.  
Note handsome appearance obtained by adding the **Walker Hearth Construction**, an entirely new feature in steel ranges.

If you have not got a copy of our catalogue on file, send for it. It is free and shows many other money-making lines.

## The Walker Steel Range Co., Limited, Grimsby, Ontario

Removed from Windsor.

**CLARE & BROCKEST,**  
Western Distributors



RETURNED  
APR 1 1905

To Owner  
Cut book 32

Page 41



# Pandora Range

These plates are miniature reproductions of our 1903 and 1904 ads., which averaged from 10 to 40 inches in size.

They appeared in nearly every daily and weekly newspaper in Canada with the result that our two leaders are the most popular lines in the country.



## Pandora Range

### Managed like an Engine

One-third of a housekeeper's life is spent in her kitchen. One-half the labor of housekeeping is spent at the cook stove. Your range adds worry as well as work and worry multiplies housekeeper's care.


Get a range that reduces the work and eliminates the worry. The "Pandora" range is as easily and accurately managed as an engine—it responds to the touch as quickly and certainly as the huge engine obeys the hand of the engineer.

The "Pandora" range saves worry and because worry kills, it prolongs life. The "Pandora" is the greatest kitchen boon ever offered to over-worked and worry-racked women.

Investigate it and prove it. Sold by enterprising dealers everywhere. Write for booklet.

## McClary's

London Toronto Winnipeg Vancouver St. John, N.B.



## Pandora Range

SAVES FUEL AND HELPS TO PAY FOR ITSELF.

It is not the price you pay for a range which makes it cheap or expensive, but the fuel it consumes after you get it. The "Pandora" range is so constructed that it uses less fuel than any other range. Nothing, but you actually lose money besides putting up with all the inconveniences of other ranges and extra work which are necessary with the range.

The "Pandora" is constructed with many fire-saving features which are not found on any other range—hot-air flues are constructed so that every atom of heat is used and only the smoke goes up the chimney, all the heat from the fire-box travels directly under every pot hole, and the fire-box is scientifically proportioned to the size of the oven.

Sold by all enterprising dealers. Booklet free.

## McClary's

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.



## Pandora Range

### A Ventilating Oven that Ventilates.

There is only one practical way of ventilating a range oven and that way has been adopted in the Pandora—is an actual positive working feature and not a mere talking point.

Fresh air is drawn from the outside through small vents into the oven while the odors and cooking fumes are forced by the fresh air out through small vents into the smoke flues, and out to the outside.

Roasts cooked in a Pandora oven retain their natural flavor, are entirely free from cooking odors, absolutely unmarred with any foreign flavor. Puddings, cakes, bread, meats, etc., are always light, fresh and free from mixed odors or flavors.

In the Pandora range you get all that counts: safety, pure experiences, skilled workmanship and an immense and nicely equipped plant combined, can produce—the highest possible attainment in range perfection.

Ask your local dealer to show you the Pandora range, or write to us for free catalogue before buying any other.

## McClary's

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.



## Pandora Range

### Strong Grates

Pandora grates are composed of three bars, with short bulging feet, which grip up and down and hold the coals firmly in place. The more you know about the "Pandora" the better you like it.

## McClary's

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.



## Pandora Range

### Entirely New

Has been under construction for more than a year—six months were spent in testing and perfecting the range before it was offered for sale.

Is built on entirely new and modern principles from entirely new designs—no old patterns were used to hamper the good working qualities of the new features.

Possesses labor and fuel-saving devices which are entirely new—triple, triangular grates, enameled steel reservoir and special flue construction, are not used in any other make of range.

The fire box, hot-air flues, body and oven linings, dampers, etc., are improved over old styles and all combine to make a perfect baking oven.

Bold, rich carving extra highly polished nickel-plating, heavy leg base and steel-stored warming closet give the "Pandora" a rich, elegant appearance not seen in old style ranges.

Sold by all enterprising dealers. Booklet free to any address.

## McClary's

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.



## Pandora Range

### The Broiler Door

—big enough to admit a large-sized broiler or turkey and just above the glowing coals—so simple to broil meat and eat with this door. (How never to see that the joints and steaks are the broiled ones?)

This point has been given special attention in the Pandora Range—it is an A1 broiler.

Sold by all enterprising dealers—booklet free.

## McClary's

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

# The McClary

London, Toronto, Montreal,



# Sunshine Furnace

We will use more and bigger space this year than ever before.

Are you taking advantage of all this publicity? It helps to sell the goods and costs you nothing.

We will send duplicates of these plates in any size, free, prepaid, to any dealer who asks for them.

**Sunshine Furnace**

**Don't Sift Ashes!**

—In your clothes, injure your hands, raise a dust, the meanest, dirtiest job a man can do—and no work for a woman. What then? Waste good coal? Increase expense?

No, use a furnace that burns all the coal, that does not shake down some ashes and a lot of coal.

Use a furnace with a grate that drops ashes, but holds the coal — a furnace with such perfect combustion that all the coal is burnt and gives off all the heat that's in it.

That is the Sunshine Furnace made by McClary's — the only furnace that's built to burn all the coal and shake down nothing but ashes.

Built with an ash-pan, no shovelling, no sifting, no dust, no spoiled clothes, no expensiveness, expensive waste.

The most modern furnace built, the best burner, the easiest furnace to manage—the very best.

Write for our furnace booklet, it is worth reading. The Sunshine Furnace is sold by all enterprising dealers.

**McClary's**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B.

**Sunshine Furnace**

**Don't Shovel Ashes**

Not one make of furnace in twenty is supplied with an ash pan.

Without an ash-pan the ashes must be shovelled into a pail or some other receptacle for removal—means dust in the eyes, ruined clothes, a dirty, disagreeable job—the meanest part of furnace tending.

The Sunshine Furnace has an ash-pan which catches all the ashes, and slides in and out easily and steadily. Has two handles for carrying. No shovelling, sweeping or dirt.

This is only one of a dozen good features possessed by the Sunshine Furnace, none of which are found on any other furnace.

Sold by all enterprising dealers. Write for booklet.

**McClary's**

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

**Sunshine Furnace**

**DOUBLE FEED-DOORS**

Just about the meanest thing a furnace can have is a dinky little door. Ever have one? Hit the edge as often as the hole? One has to be an expert stoker to shovel coal into some furnaces. If you're not an expert, you'll get as much on the floor as in the furnace.

The Sunshine furnace is equipped with a good, big door. You can put your shovel in and drop the coal just where it is wanted—no trouble, no taking aim, no missing, no scattering, or annoyance.

Everything about the Sunshine furnace is on the same scale of thoughtfulness.

Sold by all enterprising dealers. Write for booklet.

**McClary's**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B.

**Sunshine Furnace**

**Strong Grates.**

—burns coal, coke or wood with equal facility.

Flues, grates, fire-pot and feed-doors, are specially constructed to burn any kind of fuel, and a special wood grate is always supplied.

Sold by all enterprising dealers. Write for booklet.

**McClary's**

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

**Sunshine Furnace**

**Strong Grates.**

Sunshine grates never break because they are made of extra heavy bars with thick, short bulging teeth—the kind that break clinkers—but never break themselves.

Bars are so thick that not even white heat can twist or warp them.

Teeth are set to squeeze and break clinkers but coal is squeezed and forced upwards. There is no waste coal in a Sunshine ash tray.

The Sunshine Furnace is the strongest furnace built—it weighs less than any other furnace of equal heating capacity.

Sold by all enterprising dealers. Write for booklet.

**McClary's**

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B.

**Sunshine Furnace**

**Flues Easily Cleaned**

Cleaning out the flues of most furnaces is so difficult and complicated that only an expert can do it, and expert services usually come high.

The flues in the Sunshine Furnace can be cleaned from two different clean-out doors and from the feed-door, so that there is no part of the flue which is not easily reached.

A special brush for this purpose is always supplied, and the operation is so simple that a boy can perform it.

The whole Sunshine Furnace construction is on the same plan of simplicity.

Sold by all enterprising dealers. Write for booklet.

**McClary's**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B.

## Manufacturing Co.

Winnipeg, Vancouver, St. John, Hamilton.



# THE FAMOUS TRIPLE MOTION

FREEZES  
QUICKEST  
AND BEST



## WHITE MOUNTAIN FREEZER

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FULL INFORMATION,  
APPLY TO THE  
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**YOU  
WANT  
THE  
BEST**



**ALSO MADE IN  
6, 9 AND 12 CUP SIZES**

**WE  
MAKE  
THE  
BEST**

Aluminum utensils take and retain the heat better than any other kind. Aluminum does not rust, no danger of poison, does not taste the coffee, and can be set on the stove without any detrimental effects to either the coffee or the pot.

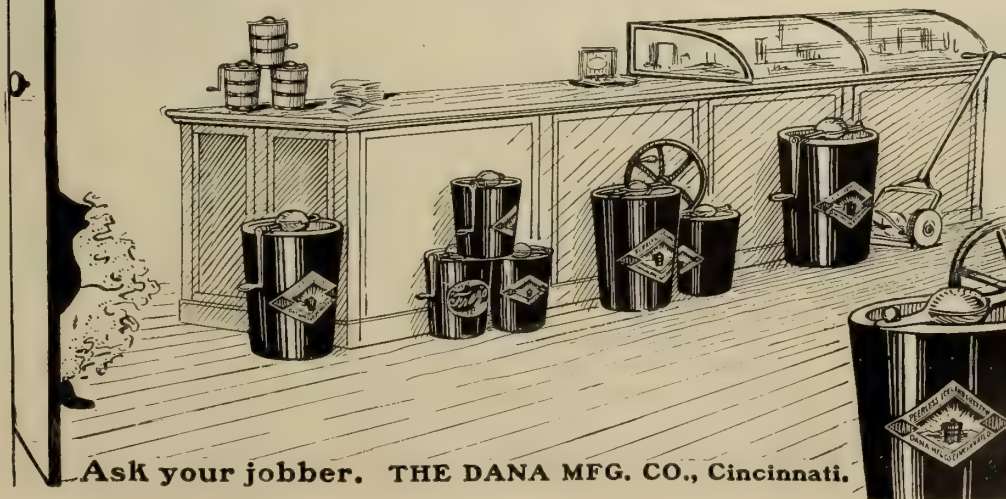
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**CANADIAN ALUMINUM WORKS, LIMITED**  
*Catalogue on Application.* **CHAMBLY CANTON, QUE.**

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"Merit talks better than men."

**The Peerless Iceland**

appeals quickest to a woman's mind. Her practical sense tells her it will be easy to manage and sure to make good cream. It is simple, clean-cut, best advertised. Peerless Icebergs in your store sell themselves.



**Ask your jobber. THE DANA MFG. CO., Cincinnati.**



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**HOT PLATES, and TAILORS' GAS HEATERS, Etc.**

We carry the most complete line of up-to-date and approved gas ranges, water heaters and other gas-heating appliances in Canada and at moderate prices. Write us for catalogue and price list before buying elsewhere; or, better still, drop us a post card and a traveller will call on you.

In case you should forget and miss a good thing,

## DO IT NOW!

**THE INTERNATIONAL GAS APPLIANCE CO., LIMITED**

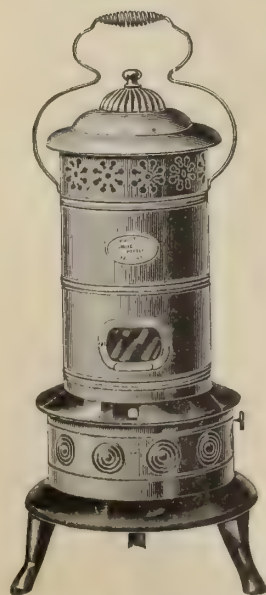
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## The Rochester Lamp Co.

**TORONTO, CANADA**

Call attention to their complete line of **Blue Flame Wickless Oil Cook Stoves** and **Parlor Oil Heaters**.



Blue Flame Wickless Oil Cook Stove.



Puritan Heater.

Either of these stoves is superior to all others of their kind, and a comfort for Summer use in the house or at the cottage.

Our line of **Library** and **Table Lamps** was never more complete.

We are showing a very nice line of **Gas Lighting Goods, Chandeliers, Brackets, etc.**, and a great variety of **Gas Mantle Lamps**, including the celebrated **Lindsay Light** and many other varieties.



Lindsay Light.

Send us a trial order and we will please you.



# The Northwest Hardware Trade.

EASTERN business men and capitalists from other countries visit Winnipeg and the Canadian West with keen expectations. The fame of the Western country has been noised abroad, and visitors are led to expect every evidence of material prosperity and every indication of a strong faith in the almost limitless possibilities of the future. They expect to find in Winnipeg a city of optimistic, progressive business men, and in this they are not disappointed. Moreover, it is doubtful whether the business man from Eastern Canada, who visits Winnipeg for the first time, no matter how keen his expectations, is not surprised to find so many immense warehouses devoted to the wholesale trade. He mentally compares the population of Winnipeg with that of Montreal or Toronto, and decides that it would be foolish to expect to find warehouses and places of business in Winnipeg to compare with those in the two big eastern cities. He prepares himself for a disappointment, and finds to his surprise that in this respect, as in some others, the West has already surpassed the East. As a class, the warehouses built by Winnipeg wholesale men are commercial palaces, and they are larger than those in the eastern cities. This statement applies to all branches of the wholesale trade, but to none with more force than to the hardware. The big warehouse of The J. H. Ashdown Hardware Co. once held the pre-eminence, although there were several others in about the same class, Merrick, Anderson & Co. and George D. Wood & Co. being close competitors as to size. Large as are these warehouses, they have all been surpassed by the mammoth storehouse recently erected by The Miller-Morse Hardware Co., and which, it is claimed, is now the largest in all Canada. At time of writing this firm have moved their stock to their new warehouse, but have not yet moved their office; and hence it is before their moving operations are entirely completed that the announcement is made by the Marshall-Wells Co. that it is their intention to erect during the coming summer the largest warehouse in Canada. And so the work goes on, with the result that the wholesale section of Winnipeg, although not yet so extensive as in the larger eastern cities,

is perhaps the most substantially built in Canada.

## THE FOUNDATIONS SOLID.

It would be very far from the truth to ascribe this competition in building operations to a senseless rivalry, which must lead to financial disaster, for this race for the leadership has good reasons for its existence. The prosperity of the Winnipeg wholesaler rests upon solid foundations.

In the first place it should be borne in mind that owing to the distance by which Winnipeg is separated from the manufacturing centres it is necessary that larger stocks should be carried by the western wholesaler than would be carried in the east for the same amount of turnover. When possible, the western man likes to bring his goods to the head of the lakes by boat, thus economizing on freight charges. Hence considerable storage room is required.

## GROWTH OF THE WEST.

But the real reason for the immense buildings erected by the Winnipeg wholesale trade is to be found in the rapid growth of the West. As the nineteenth century saw the marvellously rapid development of the United States, so it is believed with good reason that the twentieth century is peculiarly Canada's own, and that the influx of population which attracts so much attention now is only a slight indication of what is to come in the near future. The prairie farm lands of the United States are filled up now, and, moreover, are not so productive as those of Canada; hence American settlers by the thousand are crossing the international boundary. There is a steady movement of population from Eastern to Western Canada, and the Dominion Government, by an immigration policy which on the whole has been wise and progressive, has succeeded in attracting to this country in large numbers a good class of immigrants from Great Britain and Europe. The West is commencing to fill up, and the rapid extension of railway facilities is all the time opening up new districts for settlement.

Now what does this development of Western Canada mean to Winnipeg? At the present time that city, known as the "gateway of the West," is the distributing centre for the whole of the

western prairies. This will not always be so, for already towns such as Regina, Calgary and Edmonton are asserting their claim to a portion of this trade; but for years to come the Winnipeg wholesale trade must obtain the lion's share. It is not without reason then that Winnipeg business men have made preparations to handle an immense trade in the next few years. The supplies which the incoming population will require will be immense.

## HARDWARE OPPORTUNITIES.

Perhaps no branch of trade is reaping now, or will reap, greater benefits from the development of the country than the hardware, stove, and paint and oil trades. Every incoming settler who occupies his section or his quarter section must erect some kind of building. Hence the supplies of builders' hardware and of painting materials supplied are very great. And in the house-furnishing department, as well as the builders' hardware department, there is a continual demand for supplies, which means a very profitable trade for the hardware store. In stoves, for example, there has been for several years a demand greater than the supply.

## AMERICAN COMPETITION.

Up to date, although he has made strenuous efforts to do so, the Canadian stove manufacturer has not been able to supply the demand, and, in spite of the tariff, a great number of American ranges and heaters have been imported into the North-West. In part, this may be accounted for by the large number of American settlers in the North-West, who would naturally prefer the particular stove to which they had been accustomed in the United States. But the fact still remains that there is in the North-West of Canada a larger stove trade than the Canadian manufacturer has been able to handle. This is one industry in which the expansion of the West opens possibilities of a great development.

For all kinds of roofing there is a tremendous demand, and in this line there is considerable competition by United States firms. Perhaps in no branch of the building supply trade are there greater possibilities. Apparently the Canadian manufacturers selling in the North-West have as much trade as they



can handle with their present facilities, and numerous United States firms have their agents in Winnipeg, and are doing a big business in Western Canada. This is a branch of the hardware trade in which there are wonderful opportunities, and it will be strange if other United States firms do not soon devote more attention to Western Canada.

Another hardware line, the possible sales of which seem almost without limit, is barb wire and fencing of all kinds. In the earlier days the western farmer was content to leave his land unenclosed, and in the newer districts this must still be the case for years to come, but as settlement advances there is a constant demand for fencing material,

probably the strongest organization of its kind in Canada, and while it does not aim at any combine in prices it does seek to obtain a fair profit for the hardware man in every line of hardware which he sells. There is no reason why he should not make a profit on staples such as barb wire, nails and building paper, and the association aims to make his profits on such lines secure. Much of the hardware trade of the West is in staple lines, and there is good reason why the association should aim at making this trade profitable.

#### CREDITS.

The only drawback to the general situation in the West is the apparent necessity for giving long credits. The

throw of the corner of Main street, and it caters to some of the best trade in Winnipeg. There are the two classes of retail hardware trade in Winnipeg, as elsewhere, but perhaps in that city the division is more sharply accentuated than elsewhere—the builders' supply trade and the house furnishing trade. It is to the latter that Graham & Rolston devote most of their attention.

Handsome show-cases and silent salesmen, with tastily-arranged displays of silverware, cutlery, and similar goods line both sides of the store for some distance back from the front entrance. Displays of silverware and cutlery are prominent in the arrangement, and down the centre of the store are tables for small wares of various kinds. The displays are designed to interest women, and Graham & Rolston seem to have succeeded in making large numbers of them regular patrons and visitors.

In the rear of the store is a raised platform, in which plenty of room is found for the office and for a good display of stoves and ranges. The illustration shown gives a good representation of the general arrangement of an attractive store.

The firm of Graham & Rolston was founded in 1896, and the first location was on Main street. In 1901 a move was made to the present advantageous stand, and about that time Mr. Rolston severed his connection with the business and moved to the coast, where he is now conducting an independent business of his own. Mr. Graham has continued the business under the old firm name, and has built up a good reputation for high-class goods. He has attempted to cater to the better class of customers, with whom quality is a more important consideration than price, and with the aid of an attractive store he has attained a satisfactory measure of success.



Graham & Rolston's Store in Winnipeg.

and there would seem to be practically no limit to the extent of these sales.

#### THE PLUMBING TRADE.

Throughout Western Canada the plumbing trade is generally conducted in connection with the hardware store, and, in fact, the hardware man is the general supply man for all branches of the building trade. In plumbing supplies, as in other building necessities, the possibilities for future expansion are immense.

#### HARDWAREMEN ORGANIZED.

Realizing the immense possibilities of the hardware trade west of the lakes, the retail hardware men have wisely decided that the profits to be derived from this trade are not to be dissipated by a senseless competition in price cutting. The Western Retail Hardware Association, although only a few months old, is

whole country depends upon the wheat crop, and until it is marketed the business man must wait for his money. The various trade associations are expected to do much to ensure prompt collections in the Fall, but a cash business is not yet practicable.

#### A WINNIPEG HARDWARE STORE.

IN the opinion of Winnipeg citizens the best location for a retail store is some place in the vicinity of the corner of Portage avenue and Main street. These streets are the two main arteries of the city's traffic, and no matter in what direction the city may grow a location near the intersection of these two streets must be one of the best business sites in Winnipeg.

The hardware store of Graham & Rolston, illustrated herewith, is situated on Portage avenue, within a stone's

#### LARGE MACHINE SHOP TO BE ERECTED.

Extensive expenditures are being planned by the Canadian Pacific Railway for Moose Jaw, Assa., and immediate vicinity, amounting to a total of over half a million dollars. Plans are under way for the erection of a large machine shop. It will be located adjacent to the roundhouse, and will be thoroughly equipped throughout. Another addition to the company's works at that place will be an air plant for testing all locomotives and cars to insure the proper operation of the air brake attachments.



# THE BYESVILLE GLASS CO.

MANUFACTURERS OF

Plain, Cut, Etched, Colored and  
Decorated, Oil, Gas, and Elec-  
tric Shades, Globes, etc.

Air-Hole Globes made from  
patented mold a specialty.

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# FIBRE

WE ARE MANUFACTURERS OF

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Our Specialties are  
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ROYAL PAPER MILLS CO.  
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Made  
at  
Cleveland,  
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U.S.A.

POLISHED BRASS  
AND  
OXIDIZED COPPER  
PENDANTS,  
HEAVY PLATED

# THE STEEL LINE

WE HAVE OBTAINED THE

MINIMUM COST IN CONSTRUCTION

OF

GAS, ELECTRIC AND  
COMBINATION FIXTURES

By the use of Polished Seamless Steel Tubes, instead of  
Iron Pipe and Brass Casing. These fixtures have no  
equal in strength, durability and finish, and are sold at  
one-half the price of regular goods of equal value.  
Finished in Polished Brass and Oxidized Copper.

WRITE FOR NEW CATALOG AND PRICES.

The Cleveland Gas & Electric Fixture Co.

ROSE BUILDING

CLEVELAND, OHIO  
U. S. A.

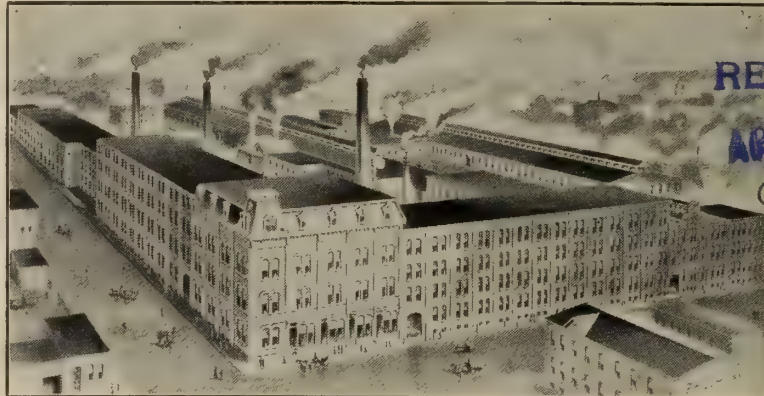


# BUILDERS' HARDWARE

## GURNEY CYLINDER LOCKS

cannot and are  
not excelled by  
any other locks  
made, no matter  
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Remember this.

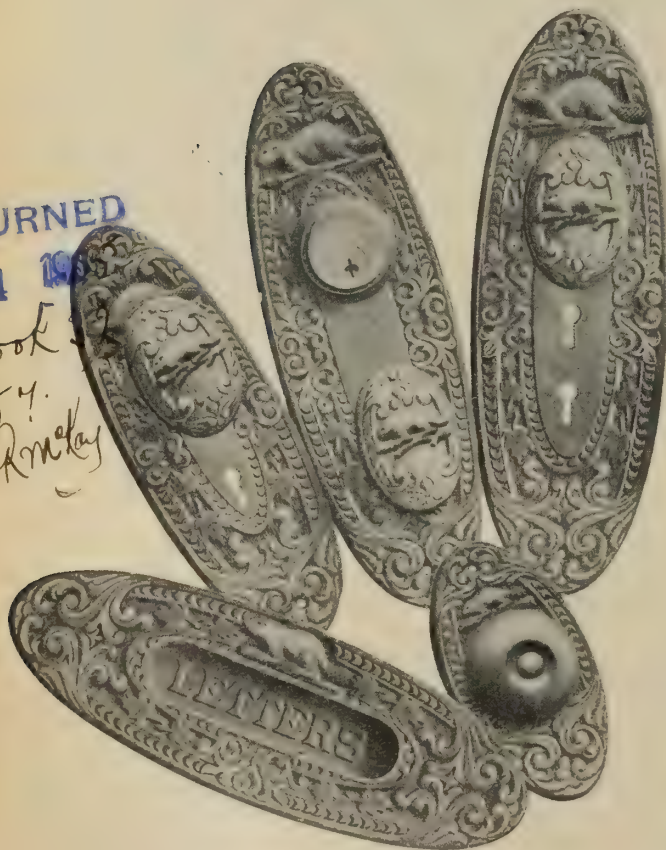


Head Office and Factory, Hamilton, Ont.

## GURNEY CYLINDER LOCKS

have the merit of  
being lower priced  
than those imported  
—a strong point  
in their favor.

# GURNEY *Cylinder* LOCKS



Send for our Catalogue—copiously illustrated—free on request.

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Montreal—Nicoll & Barr, 35 St. Peter St.  
St. John—Nicoll & Barr, 38 Dock St.



# BUILDING AND CONSTRUCTION

## A FRAME AND PLASTER HOUSE

By Herbert B. Rugh, Architect, Winnipeg.

THE Canadian and his home are rapidly becoming one. To live, not simply lodge there, is his aim, and in accordance with this, his home surroundings have improved greatly during the past quarter of a century.

In a new country, such as the Canadian West has been, there is a tendency, oftentimes born of necessity, to construct rude and temporary quarters that have neither comfort nor appearance.

The homestead and its general make-up, to a very large degree, brands the owner. The value of the land, of which the homestead stands as the head, is greatly increased by a good house and

half-timber work, composed of two coats of lime and cement plaster on wooden lath, the half-timber pieces being put on over the first coat of plaster.

The interior arrangement is as convenient and cosy as it is possible to make it. The hall in the centre is connected with every room on the ground floor, and with the stairways, up and down.

This construction has more than one advantage over any of the other cheaper exterior materials; it is less expensive, much warmer and quite as durable, also fire resisting.

In "Rough Casting in Canada," Mr. Fred. F. Hodgson says: "There are frame cottages near the City of Toronto and along the northern shores of Lake Ontario that were plastered externally over 40 years ago, and the mortar today is as good and sound as when first put on, and it looks as though it would be good for many years to come if the timbers it preserves remain good. It is quite a common occurrence in Manitoba and the Northwest Territories, in the Winter, to find the mercury frozen, yet this intensity of frost does not seem to affect the plaster in the least, though it will chip bricks, contract and expand timber and render stone as brittle as glass in many cases."

The rooms are well proportioned. A living room 24 ft. x 14 ft., with windows on each side, and four large windows at the other end. The dining room is 12 ft. x 14 ft., lighted by three large windows; pantry next and kitchen with entry next to pantry.

The second storey has four bedrooms and bath, with plenty of closet room.

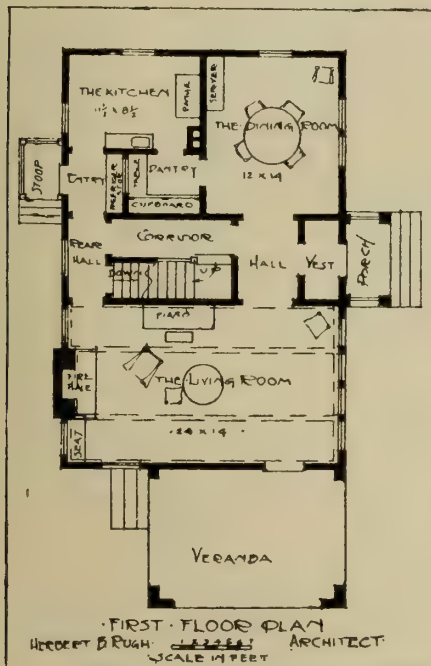
The basement extends under the whole house and is divided off for furnace, laundry, fuel, vegetable and storage rooms.

The interior finish design is composed of plain faces; no mouldings or gingerbread work, which is not only expensive, but unsightly.

The only room which is at all wealthy in woodwork is the living room, which has a beamed ceiling, which beams are made up of three plain pieces with cove bed mould at top, and a shelf four inches wide extending around the entire room 4 ft. 6 in. above the floor. The woodwork is stained dark brown with plaster

panels in the ceiling tinted a golden white. The plaster below the shelf is tinted a Flemish green and the plaster above the shelf a dark tan. The room is sufficiently light to stand the dark, rich color scheme.

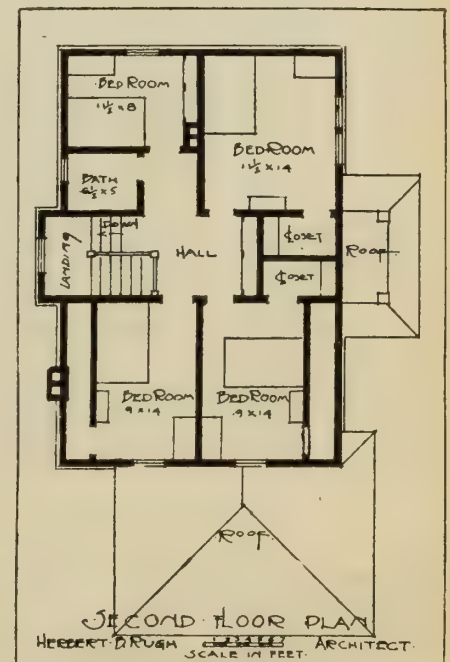
The dining room must be given a little thought in connection with the color treatment also. Of course there must be a plate rack around the room about 4 ft. 6 in. above the floor. This, with the door and window casings, base and picture mould, make up the woodwork of the room. With so little woodwork, a Flemish stain will go very well, making the woodwork dull black. The plaster dado under plate rack will be tinted a dark red, and the plaster above plate rack tinted burnt orange, with the



barn, and when building, the farmer should never neglect this vital point. Five hundred dollars added to a plain, homely structure will oftentimes increase the value of its surroundings threefold. The world is very apt to judge us by the clothes we wear.

The increased price of lumber and the growth of the cement industry is in a large measure responsible for the accompanying plans. The idea is to effect a happy combination of the two building materials.

The exterior first storey is composed of a combination of wide and narrow siding; the second storey is plaster,



ceiling cream. The interior finish throughout, including the floors, is British Columbia fir. The floors have stained border for rugs.

The timbers required, consist of 2 inch by 4 inch studding placed 16 inch o.c.; 2 inch by 8 inch joist 16 inch o.c. for first and second floors, 2 inch by 4 inch ceiling; joist for second floor 2 inch by 4 inch rafters 20 inch o.c.

Heights of ceilings: basement 7 ft. the clear; first storey 9 ft., second storey 8 ft. 6 in. Space under roof could be used for storage purposes by having a scuttle with ladder placed in ceiling of second storey hall.



## Cement as Building Material.

By Robert Taggart, Toronto.

TO those who have been following the signs of the times it is evident that a gradual but distinct change is going on in the economic world, and in no department more noticeably than in building. That this is so may be assigned to two reasons: 1st, the increased cost of and difficulty in procuring the materials formerly largely used, and 2nd, the introduction of a material having unlimited quantities procurable and which can be used in all kinds of construction work. Lumber is becoming scarcer and more expensive, brick has doubled in price, and buildings of that class are restricted to the supply.

The introduction of cement into direct competition with brick as a building material has permitted the construction of works and buildings, which could not

Attention need only be directed to the extensive work now going on at Niagara Falls, or to the locks recently completed at Peterboro—the largest and finest work of the kind in the world, and built from the plans and under the supervision of a Canadian civil engineer, Mr. Rogers.

No single industry in Canada has made the rapid advance within recent years as that of cement, and its uses and advantages are only beginning to become known—new uses being found every day. Its use in sidewalks and foundations is well known; structural work, bridges, building blocks, shingles, fence posts, railroad ties, water tanks, silos, grain elevators and burial caskets are other industries grown up since the possibilities of cement are better understood.

Formerly it was thought necessary to build very heavy walls, but now, with the latest system of steel reinforcement,

7 inches for the next 25 feet, and 5 inches in the upper portion.

The use of cement as a material for dwellings is of more recent date, and much attention has been given of late to the making of cement and concrete blocks. Many and varied are the devices for turning out a block, and machines, from a square wooden box to the elaborate piece of mechanism intended to make all conceivable shaped blocks with one motion, are offered to the intending purchaser.

Houses built of concrete blocks may be made most artistic in appearance, and are strong, dry, and fireproof. No building material will stand up through a fire like the concrete. Many proofs of this are obtainable. The hollow blocks now so generally used, insure a dry, frost-proof wall, and much less time is required in the erection of a block building than with brick. There is no business that offers better opportunities for immediate development than concrete-block building, and with a machine to supply the requirements—not necessarily an expensive outfit—profitable contracts are now open, and a large field opening up in the towns and cities, as well as throughout the country, in building barn foundations and cisterns and silos, which are proving very satisfactory wherever in use.

In closing this article, I would quote the following extract from The Estherville (Iowa) Enterprise, of Jan. 11, 1905:

"In the fire, which swept over this city a few nights ago, the Davis building, constructed of hollow concrete stone, was severely exposed to fire and water, but stood an impregnable barrier to the progress of the flames. There was a solid sheet of flame beating against the cement blocks, composing the walls of the building, and then there would be a copious application of cold water from the nozzle. The blocks stood these extremes of temperature without any noticeable splitting or chipping of the blocks. The result is a surprise to many; several of the special agents of the insurance companies involved in this fire made a very close inspection of the Davis building in order that they might be able to make an intelligent report to their companies, and one of them, a representative of a London company, said that no ordinary brick wall would have withstood the alternate exposure to heat and cold that these cement blocks did. Another said that on ordinary-constructed cement-block buildings, insurance companies would be warranted in materially reducing the cost of insurance.

"The limestone trimming on the Coon block and the boulders in the foundation were badly split and broken up



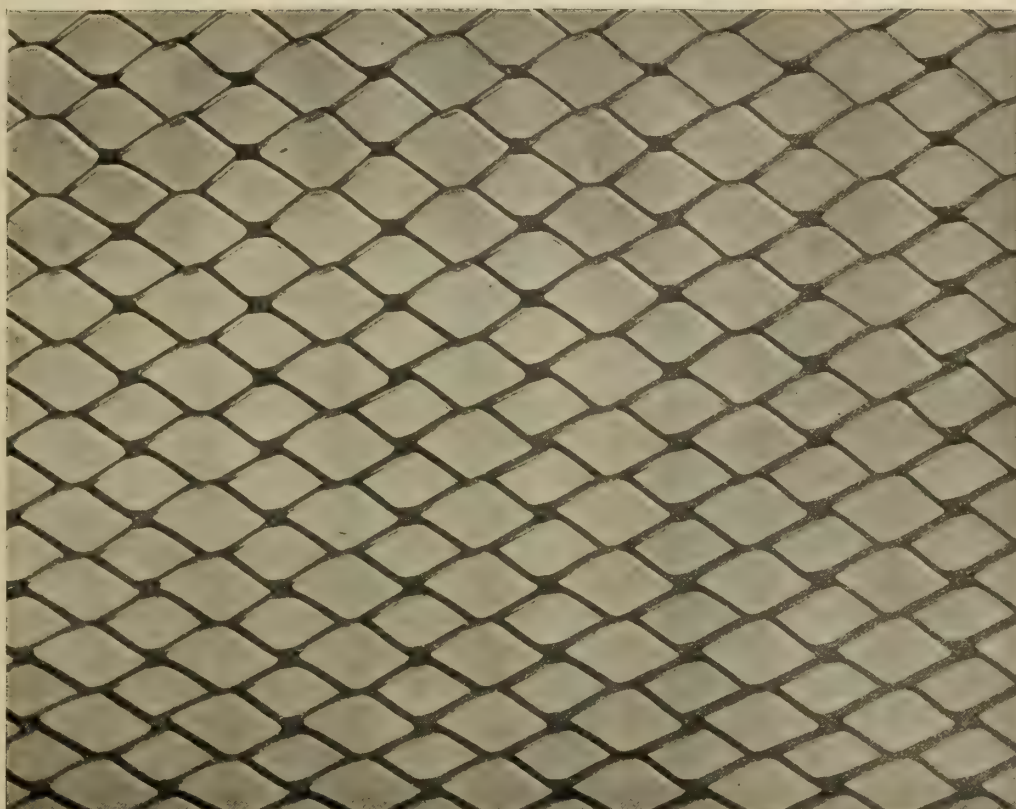
Ontario Wind Motor Company's New Galvanizing Shop.

otherwise have been undertaken. Although cements have been used for ages, and many works and buildings are still in good condition which were constructed by the early Romans, yet the cement of to-day dates only from 1824, when the name "Portland Cement" was given to a material patented by one Joseph Aspdin, of Leeds, England, who gave it this name on account of its resemblance to the Portland rock of England. Many people, familiar with the name "Portland Cement," are under the impression that it is a product of American origin, taking its name from Portland, Maine; but, as a matter of fact, Portland cement of the very best grade is manufactured in immense quantities in Canada, and the supply is unlimited, so that it is not surprising to see the wonderful increase in the consumption of it in building and construction work.

greater strength and less weight are obtained. Mention might be made of a building now under construction in Cincinnati. This building will be 10 storeys high. The columns, girders, floors and walls are of reinforced concrete. The floor slabs, which are about 17 feet square between the columns, are only 6 inches thick, reinforced along the lower part with intersecting rods. There is a forty-foot basement, and what is worthy of special notice is that the retaining wall is only 6 inches in thickness below the ground line, where it sustains the earth pressure. Above the ground the side walls are only four inches thick. Also, a concrete stand-pipe at Milford, Ohio, may be mentioned. This stand-pipe is 84 feet high and 14 feet in diameter, and, though it has to sustain an enormous water pressure, its wall is only 9 inches thick for the first 30 feet,



# Pedlar's "Perfect" Metal Lath



CUT SHOWS EXACT SIZE OF MESH.

## A New Factor in Building

***Metal Lath, prior to the advent of PERFECT Brand, had a restricted use, due to its high price. It was used largely for fire-proofing. A year ago we installed a new machine, the latest product in this field, which makes a superior article---strong, light, perfect---at the rate of 10,000 sq. yards a day, enabling us to sell it at 10 cents a sq. yard, ---a price that allows Hardware dealers to stock it, and compete with the wood lath men.***

PERFECT Metal Lath is now used for every purpose for which wood lath is used, and at no greater cost. It opens up new possibilities for the hardware dealer, and new possibilities in building construction: Discount to dealers.

**OUR BOOKLET TELLS ABOUT IT IN DETAIL. IT IS AN IMPORTANT STATEMENT.  
SEND FOR IT--AND SAMPLES. BOTH ARE FREE.**

**THE PEDLAR PEOPLE, - OSHAWA, ONT.**

**EASTERN WAREHOUSE--767 CRAIG ST., MONTREAL.**

~~RETURNED~~

JUN 22 1905

To *Mr. Jones*  
Cut Book: 3  
Page 74  
*am.*

*Not returned*



by the heat and water, while the cement blocks were not similarly affected. The inside of the wall of the Davis building was not in the least discolored by the heat, and no time was it so hot that one could not hold one's hand against it. The strength of the wall is obvious from the fact that the three-storey brick wall of the Coon building fell crushing against it without injurious effect."

#### Luxfer Prism Windows.

THE two cuts reproduced illustrate two classes of work being done by the Luxfer Prism Company, Toronto. The larger of the two shows how well the Toronto office of the Bank of Hamilton is lighted by the Luxfer prisms, every portion of the office being

would be most unique and would be especially attractive, with its heavy columns of wire glass.

Mr. Eastman's scheme of glass construction has provoked much comment throughout the country, some of it most encouraging. The general plan follows:

It consists of a steel framework, supported by brackets attached to the beams of the floors, in duplicate, making two walls of opalescent wire glass, the glass being set in the steel framework.

The glass walls are approximately a foot apart, making an insulating dead air space to prevent loss of heat in Winter and to prevent undue heat in Summer.

This system of construction allows of any arrangement of floor plan, because windows are unnecessary; and for the

space is available for desks, counters, shelving, etc., on all sides of a room, and at the same time more light is produced than with windows.

If an outlook is desired, a stationary portal of plate glass of one thickness can be placed in the wall, or the columns, in the treatment of the exterior, can be of plate glass forming bays.

The cost compared to store, terra cotta, or brick would be from a quarter to a third less for the outer walls. The inner construction of the building is similar to that in general use, either steel or masonry. In steel construction, the outer supporting columns are set back from six to ten feet and the floor beams support the outer walls by their cantilever properties, thus relieving the columns of the contraction and expansion now incident to those which are in the outer walls.

#### Metallic Ceilings and Walls for Stores.

EMBOSSED sheet steel has become such a factor for covering ceilings and walls of stores that it is safe to say that this material is used in 75 per cent. of all the stores of modern construction. In addition to this many of the older stores have been renovated and made into modern establishments by the use of these goods. These facts are remarkable when we consider that ten years ago a metal ceiling was as great a novelty as a successful flying machine is to-day.

What has brought about this change in materials for ceilings and walls only of stores, while materials for other parts have not changed to any great extent? Not the advertising done by the manufacturers of this class of goods, as the business has grown to its present proportions without any great effort on their part. The change must then be due to the real merits of the goods and when we consider a few of their special features it is easy to understand why these goods are so popular.

The stock of the modern, up-to-date store is not being hung up to the ceiling to be covered with cobwebs and dust and to become an eye sore to every customer. The successful merchant of to-day keeps his stock on his shelves and counters and such stock is being constantly changed about, sold and replenished. The ceiling of a store and the decoration thereof has, therefore, become a matter of importance and the embossed sheet steel plates from which metallic ceilings and walls are made, furnish the best kind of a foundation for artistic decoration.

Then it lasts forever, which means that it is there in good shape as long as the building it is put in stands. And it is light in weight and reasonable in price, almost as cheap for first cost as



Lighting a Bank with Luxfer Prisms.



"Madonna Window."

thoroughly supplied with a clear white light. With the ordinary glass used before the installation of the prisms electric light had to be used very frequently during business hours. The Madonna window is one of the type used in churches and private residences where artistic effects are desired. Hardware merchants should not neglect to inform themselves regarding the special lines of glass as there is good money in these goods.

#### A Glass Bank Building.

C. E. EASTMAN has submitted plans to the officials of the Des Moines National Bank for a bank building of classic design, to be built of glass, after his new plan of glass construction. The building, if constructed,

same reason the exterior will admit of any style of treatment entirely free of the restrictions of fenestration.

Mr. Eastman believes windows to be an insurmountable evil in buildings because of the admission of air through them which is responsible for the dust, smoke, odors, insects, leakage of heat, danger of falling out, admission of rain, not to mention the danger and necessity of washing them, loss of papers, colds from draughts, etc.

The wall is fire-resisting to a practical degree, as it has been demonstrated that wire glass will resist a hot fire; and though necessary to replace it, the fire damage would be local and easily replaced.

The inside treatment allows of a marble wainscoting half way to the ceiling, with glass over, so that the wall



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**THE METALLIC ROOFING CO. OF CANADA, LIMITED**  
**TORONTO**

Makers of all that is "Best" in Sheet Metal Building Materials — **NO CHEAP TRASH.**

# Warnock Tools

**BEST IN THE WORLD**



**Jas. Warnock & Co.,** Galt, Ont.



the very cheapest kind of lath and plaster, and it will outlast 50 such plaster jobs. In fact, it is ultimately the cheapest kind of material that can be used for the purpose. It will not crack or fall off, or warp. It is easily painted and can be made to look new with very little expense. The paint does not soak in and the material is fire-proof, vermin-proof and sanitary.

#### A Transparent Drawing Board.

A GREAT convenience for the draughtsman, which has recently been put before the public by an English firm, is a transparent drawing board, the feature of which is a plate of glass, one-quarter of an inch thick, which is sunk into a wooden frame so the edges of the wood and glass are quite flush with each other. Convenient bars are arranged across the apparatus, on which the originals to be worked over are fastened, and there is also a rest for the forearm of the draughtsman while at work. The board may be tilted at any desirable angle, and held at the proper point by two props, which fold up into the frame of the device when it is desired to pack it away. A mirror is swung under the glass, which can also be fixed at any suitable angle, and the light reflected by this can be made to strike under the work, and the task of copying a drawing thus made quite easy. Where there is a lack of light, the illumination may be supplied by means of a row of electric lights fitted along the edge of the board. The apparatus folds flat and is very portable.

#### A Modern Galvanizing Plant and Its Process.

IT is both instructive and interesting to note the rapidity with which many of our industries have progressed, and the development which has, one might say, been "brought" upon them, more by the exigencies of the situation than by any deliberately set purpose in the industry itself. An excellent illustration of this is presented in the Ontario Wind Engine & Pump Co., Limited, a concern which set up some ten years ago with the modest ambition of establishing a "pump" business, but soon discovered that if it were to meet the situation as it presented itself, it must be prepared to materially increase its objects. What was demanded was not merely pumps, but an inexpensive power to operate those pumps, hence, the only thing to be done was to push out and establish a "windmill" business to meet the demand. Quickly following in the van

came the adaptation of the "air-motor" as a power medium for the working of a multiplicity of smaller machinery, and from that developed in rapid succession the addition to their manufacturing of grinders, wood-cutting machines, flag staffs, drinking troughs, water-basin systems, supply tanks, water towers and reservoirs for the equipment of municipalities, etc., each addition being the natural outcome of demand. This gives a fair idea of the general development which inevitably follows when business is exploited on good business lines. There is, however, another side to the situation, and one of equal importance, viz., that of coping with the many intricacies of manufacture. For instance, in the business under consideration many details had to be faced, such as the equipping of a foundry, establishing of machine, wood-working, blacksmith and paint shops, and ultimately, in order to bring the business to greater efficiency, the fitting out of a complete galvanizing plant. This latter has been an enterprise which has extended beyond anticipation, and in result has established itself as a business doing a large general wholesale trade. It is now some years since the proposition was first considered, and at that time a galvanizing shop was erected sufficient to meet the demands of that date. Some three years later, however, it was found necessary to substantially extend the capacity by the erection of a larger building, and a galvanizing kettle was built of the largest pattern then in use in Canada.

Galvanizing has, however, continued to make such progress that the company have had to build another new and much larger factory, which covers a space of some 110 feet by 60 feet, and is equipped with a plant to cope with any and every description of galvanizing. The new kettle which has been built measures some 25 feet by 6 feet, and has a capacity of 50,000 lbs. of spelter. There are also some eight pickling and acid tanks, some measuring as much as 22 feet by 4 feet. A special hot-air kiln has been erected to better facilitate the working. The galvanizing process is one little understood, and perhaps on that account small interest has been taken in it in Canada. We give here-with a cut of the new galvanizing shop of the Ontario Wind Engine and Pump Co., to give an idea of such a factory. The article to be treated is first placed in one of the immense pickle tanks, and then subjected to an acid bath, to free

it from all foreign matter, after which it is washed in a liquor bath and conveyed to the drying kiln previous to its receiving the final galvanizing. Each of these processes has to be carefully watched in order to ensure perfect results. It is then passed into the boiling cauldron of molten spelter and left till the required quantity of metal adheres. On being removed it is speedily cooled in cold water, which leaves the article with a beautiful bright appearance similar to silver-plate. This process, as many of our readers know, preserves metal from rust and corrosion, and especially is the treatment advantageous to wrought-iron pipe, which last a life-time after being galvanized.

The company have the services of a foreman of large experience both in England and the States, and the process followed was decided upon after visiting several of the more important galvanizing centres of the United States.

#### A Woodless Building.

Two Baltimore architects have drawn plans for a building entirely without wood. It will be six storeys, and will have a frontage of 41.5 feet. The entire structure is to be of reinforced concrete and steel. Even the doors, trims, window sashes and door jambs are to be of metal. The windows will be glazed with wire glass. The frame for the show windows will be of steel, into which the plate glass will be fitted. The side walls, columns and rear walls, as well as the supporting columns of the front walls, will be of concrete. The floors will all have a top-dressing of cement one and a half inches thick. The stairs will be of concrete, with slate treads and wrought-iron balustrades. The elevator shaft will be of concrete, as will also the enclosure around the stairway and the elevator hall. The cellar and roof are to be of cement. In order to eliminate all wood, even the flagstaves on top will be of steel.

#### Another Company Extending.

ANOTHER American company that is extending its grasp on the Canadian trade, in anticipation of the coming building operations, is the Philip Carey Manufacturing Company, of Lockland, Ohio. This company manufactures Carey's magnesia flexible cement roofing, Carey's asbestos sectional steam pipe and boiler coverings, asbestos and asphalt materials and Carey's eighty-five per cent. steam pipe and boiler coverings. This company was established in the year 1873, and since the origination, besides owning



**"DOMINION BRAND"****TARRED FELT**

(THE OLD RELIABLE QUICK SELLER)

**ROOFING PITCH****COAL - TAR**WHEN YOUR  
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CONSULT THE WELL-KNOWN MANUFACTURERS

**LOCKERBY & McCOMB, 65 Shannon St., Montreal****Toronto Rubber Roofing****WEATHER-PROOF,  
ROT-PROOF,  
FIRE-PROOF.****Send for  
Samples****A VERY  
SALABLE  
ARTICLE****Best Prices  
to Trade**

All material complete in each Roll.

**LUXFER PRISM CO., LTD., 100 KING ST. W., TORONTO.**

# **MAXIMUM LIGHT GLASS**

is a form of Window Glass scientifically arranged so as to gather the Light from the sky, project and diffuse the Natural Daylight into all parts of dark and otherwise useless apartments and spaces.

It appeals especially to Property Owners, Architects and Builders. Has all the qualities of ordinary Prismatic Glass, and, in addition, the advantages of **Appearance, Strength, Light, Diffusion**, and is as **Convenient** as **Window Glass**. Is a marvel of the 20th century. Best of all, its price is only a trifle greater than the common corrugated glass, with which it must not for a moment be classed or confused.

**DEALERS AND USERS SEND FOR FREE SAMPLE. ALSO FOR BOOKLET.**

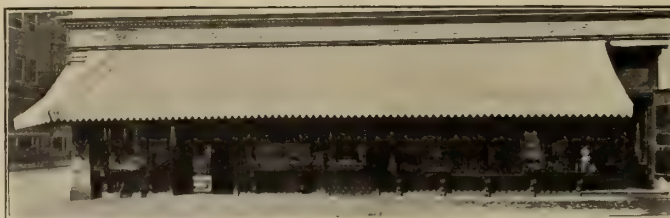
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**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.****Glass Importers and Manufacturers**



## AWNINGS

*We belong to the old school so far as thoroughness of workmanship is concerned.*



The 50-foot awning we made for Ryrie Bros.

We make Awnings of all sizes for all purposes. Quotations cheerfully furnished.

## AWNINGS

*We belong to the new school so far as progressiveness and adaptation of modern science is concerned.*

**WM. BARTLETT & SON, 16 ADELAIDE ST. W., TORONTO**

## FOR SCREEN DOORS, Etc.

A device for closing doors perfectly. Is serviceable for preventing screen doors that are sprung or warped from standing open. Of great importance for completing the latching and preventing the rebounding of public doors. Its many uses make it a seller as proven by the number of repeated orders. Send for further description of the

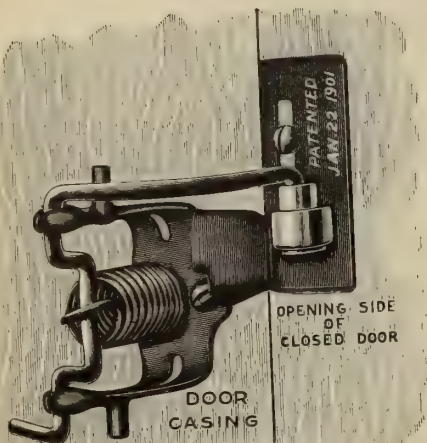
### Mallory Improved Door Clasp

#### MOUNTED MODEL DOORS

for the retail counters supplied through the jobbing trade on request.

Manufactured and sold to the jobbing trade, by

**G. W. Mallory, = Blenheim, Ont.**



MANY OF THE BEST ARCHITECTS ARE SPECIFYING

# Stanley's Ball-Bearing Hinges

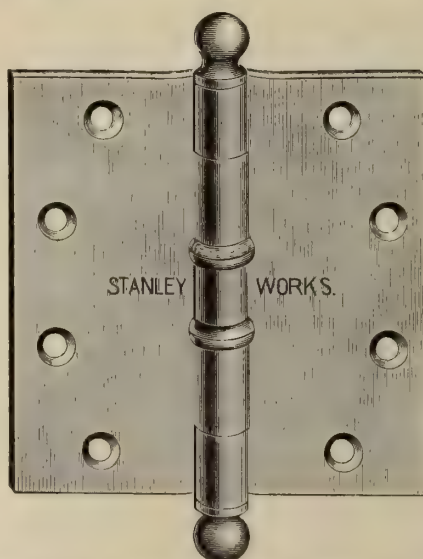
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



**CUT OF WASHER**  
FULL SIZE

IT IS SO CONSTRUCTED  
THAT IT WILL NOT  
COME APART  
IN USE



**MADE IN  
WROUGHT  
BRONZE  
AND  
STEEL**

ARTISTIC BOOKLET ON APPLICATION.

**THE STANLEY WORKS, New Britain, Conn.**

FOR SALE BY LEADING JOBBERS.



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Limited

PARIS, ONT.

## Refrigerators

We make the  
finest line  
of Refrigerators  
in Canada.

**Every Grade.**

**Handsome Cases.**

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Lined with  
Opalite Glass,  
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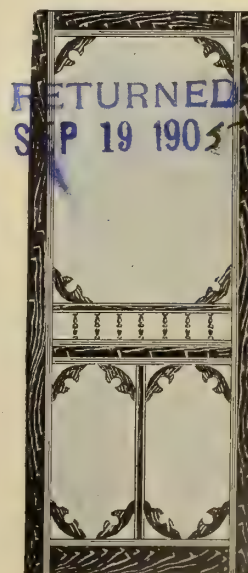


## Screen Doors and Windows

Our line of Doors and Windows  
is very extensive.

**None Better Anywhere**

Write for Catalogue and Price List.



NOW is the time to ORDER



## The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

Manufacturers of the celebrated **"Saugeen Brand"**  
OF PORTLAND CEMENT.

Prices on application.



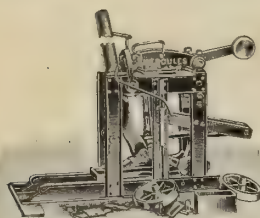
### Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,  
New Haven, Conn., U.S.A.

## Bricks! Bricks! Bricks!



If you know of anyone intending to make bricks, induce him to use one of our

**Hercules  
Handpower  
Press**

IT WILL PAY YOU

No previous experience needed.

**BOSSON BROS., Engineers**

P. O. Box 198

BRUSSELS (Belgium)

Cable Address "FORWARD BRUSSELS."  
Indents through European merchants.

## CONCRETE BLOCK MACHINES

### Concrete Cistern and Pipe Moulds.

Estimates given on concrete work. Prepare for Spring.

**CONCRETE BLOCK MACHINE CO.**

32 Church St., - Toronto.

## To the Wholesale Trade.

We are now fully equipped and prepared to give quotations for the manufacture of any

### Woodenware Specialties

OUR HARDWARE SHELF BOX is selling itself. Write for prices.

...THE...

**Bennett Manufacturing Co.**

PICKERING, ONT.

one of the largest manufacturing plants in the United States, have steadily increased the number of their branch offices, until to-day their branches number thirty-five. Two of this number are Canadian, one on Front street east, Toronto, under the management of Mr. Cole, which has been established for some few years, and the other is the one recently opened at No. 22 Victoria Square, Montreal.

The new office and warehouse in the eastern city will be under the management of Mr. Alex. Ramsay, late of Alexander Bremner, of No. 50 Bleury street, Montreal. All arrangements now under consideration are expected to be completed shortly and everything is expected to be in first-class running order by the first day of May. Their warehouse will have a floor space of 75,000 feet.

### The Dumping of Cement.

CONSIDERABLE discussion is resulting from the request made by Canadian manufacturers of Portland cement for an increase in the duty of 5 cents per barrel.

In an interview the other day Mr. James Pearson, president of the Constructing and Paving Company, said: "American cement manufacturers don't sell cheaper here than to firms in the United States. Instead, they fix a certain price for selling at their mills, and then add to that to cover duty and freight. The American price at the mills this year is \$1 per barrel of 350 lbs. And the Canadian men simply set a price to get the added profit made possible by the duty against American cement. The duty is now 43½ cents a barrel, and, learning that the American mill price is \$1, Canadians set a corresponding price of \$1.40."

The opposite view was taken by Mr. John E. Webb, contractor, who said that in opening tenders for cement for the New Clifton Hotel at Niagara Falls he found that a Canadian tender was the lowest. Canadian firms were from 7 to 10 cents lower in price than the American firms. Then, after the contract was given, the agents for firms in the United States made offers to cut below the accepted tender. One American firm made an offer to sell the cement at 15 cents a barrel less than the price asked in the lowest tender. American agents simply couldn't be chased away. Their offers would have meant that the cement which they wished to sell to him would not have netted 80 cents a barrel at the mills in the United States.

"Although Canadian manufacturers must bring their coal and coke from the United States," said Mr. Webb, "they have the protection of a tariff of 43

cents a barrel, and should be able to make money with the present competition. However, we are likely to always have a healthy competition in cement in Canada. There are many firms going into the manufacture of cement, and, besides the American competition, there is the competition of the English and German cement.

"During the past year," continued Mr. Webb, "Canadian manufacturers of cement have cut prices so that there has been no profit on sales.

"We have in Canada a cement as good as that made anywhere else. I use it extensively in my contracts, and I believe that the Canadian consumer, rather than see Canadian mills idle, would be willing to pay 5 to 10 cents a barrel more for Canadian cement than for the American product."

### Building Notes.

Leamington Methodists are calling for tenders for their new church.

R. J. McKenzie, Winnipeg, intends erecting a \$30,000 residence.

The town of Orillia is calling for tenders for the erection of a brick cottage.

A new power house will be built in Montreal in connection with the Windsor Annex.

T. F. Hinnegan, Wallaceburg, intends erecting a large block to be used as a furniture store.

A syndicate of Minnesota lumbermen are arranging to establish a large sawmill at Vancouver.

The Meakins hat and brush factory in Hamilton, recently destroyed by fire, will be rebuilt at once.

The Bank of Toronto have purchased a site on Main street, Winnipeg, for \$85,000 and will erect a branch bank.

Goldie & McCullough, Galt, are adding a new boiler plant to their works, the new building being of brick and steel.

E. Young, Hamilton, will build a frame cottage on Picton street, between Catharine and John streets, to cost \$600.

E. Hobbs will build a brick dwelling on Sanford avenue, Montreal, between Barton and Princess streets, to cost \$2,000.

Messrs. Snyder Bros., contractors, of Portage la Prairie, have commenced work on the new agricultural college building.

Work has been commenced on the erection of a combined store and dwelling at the corner of Portage avenue and McGee street, Winnipeg.

Fairbanks & Co. have sold a piece of track frontage on Notre Dame avenue west, Winnipeg. It will be used for warehouse purposes.

F. M. Rattenburg, Vancouver, has





The Belden Slaters' Tools.

22 in

12 in

9 1/2 in

Punch 4 1/2 in. long.

18 in

## SLATERS' TOOLS OF THE BELDEN MAKE

*Are acknowledged to be superior to all others.*

The made-to-order steel that we are now using in their manufacture, adopted only after the most careful experimenting, gives them their value. Hammers have leather handles to prevent the hand from slipping.

*The Trade Supplied. Write for Circulars.*

**THE BELDEN MACHINE CO.,** New Haven, Conn., U.S.A.

# THE CANADIAN PORTLAND CEMENT COMPANY, Limited

Manufacture "RATHBUN'S STAR" Brand

THE LEADING CANADIAN PORTLAND CEMENT

SALES OFFICES:

310-312 Front Street West  
TORONTO

202-203 Board Trade Building  
MONTREAL

## The Silica Barytic Stone Company of Ontario, Limited

WALTER MILLS  
GENERAL MANAGER.

HEAD OFFICE:  
INGERSOLL, ONT.

MANUFACTURERS OF

## Artificial Stone Pavements Septic Tanks

SIDEWALKS A SPECIALTY.

NOTE—We have completed contracts in 44 towns and cities and have constructed fully 300 miles of our Silica Barytic Stone Sidewalks.

CORPORATIONS will do well to consider our work before letting contracts. Nothing but the best material used. Write for further particulars.



# TORONTO PLATE GLASS IMPORTING COMPANY (HILL & RUTHERFORD)

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## WINDOW GLASS

Importers

ROLLED and WIRE GLASS, colored  
and ornamental glass for all purposes.

Makers of

ART, LEADED and  
Electro Glazed Windows

Manufacturers of

BEVELLED PLATES,  
MIRROR PLATES

and

BENT GLASS

We have the only modern equipped  
Bending Works in Canada.

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135-143 VICTORIA STREET, - TORONTO



# Leaded and Art Stained Glass



## Your Most Exacting Requirements

in Ornamental Glass can and will be supplied by us to your entire satisfaction—in promptness of delivery, in quality of article and workmanship, and in price. We solicit correspondence when you have special orders to fill or tender on, and shall co-operate with the dealer to the utmost of our ability to secure business.

SEND FOR OUR CATALOGUE, COPIOUSLY ILLUSTRATED.

**THE HOBBS MANUFACTURING CO., Limited, London, Ont.**  
GLASS IMPORTERS AND MANUFACTURERS

# The Consolidated Plate Glass Co.

of Canada, Limited

Warehouses :

TORONTO

MONTREAL

OTTAWA

LONDON

WINNIPEG

**Window Glass**  
**Plate Glass**  
**Fancy Glass**  
**Wire Glass**  
**Mirrors**

**LARGE STOCKS**

**LOW PRICES**



completed plans for a \$40,000 hotel building to be built in the terminal city by Stephen Jones.

Building permits issued in Winnipeg since the opening of the year number 144; the total cost of these structures is estimated at \$415,000, over double the amount compared with last year, same period.

The Town of Peterborough may be incorporated as a city, and are now asking for the ratification of 11 money by-laws of the town, including \$50,000 for purchasing a site and erecting a collegiate institute; also for granolithic sidewalks and sewers, \$10,000 for an armory site, \$3,000 for alterations in the heating apparatus of the Central Public School, \$20,000 for water works, \$12,000 for repairing bridges and opening new streets, to aid by grant of land and a fixed assessment of \$10,000 a year for 10 years the Peterborough Cereal Company, to fix at \$4,000 a year for 10 years the assessment of the Peterborough Shovel Company.

The congregation of Gospel Tabernacle, Hamilton, have decided to erect a church building that will seat 1,500 people, at an estimated cost of about \$25,000.

The Toronto and Hamilton Railway are calling for tenders for the erection of culverts, masonry and bridges between Toronto and Niagara Falls.

An apartment block is to be built on Sherbrooke street, Winnipeg, by a syndicate of young men. They are all about to marry and will occupy the block themselves.

The Close Brick Company, Stratford, have commenced operations on the buildings required for their large brick-making plant which will turn out 20,000 bricks daily.

Piles are being driven on the lot at the foot of Abbott street, Vancouver, where Messrs. McLennan, McFeely & Co., hardware merchants, are to put up their new building.

W. J. Ireland, Stratford, has prepared plans for a six-roomed red brick veneer house to be built on Ontario street. He is also preparing plans for a new brick house for M. Schellenberger.

One of the largest permits issued in Toronto this season was the one issued to Walter Armour to build 64 houses of plaster cement on St. Clarens avenue. The houses will sell at \$2,300 each.

Contractor McLeod is erecting a block on Cordova street west, Vancouver. This block will be a two-storey structure, with a store on the ground floor and suites of rooms above, and will cost \$6,000.

M. Fortune & Company are clearing the site for a new business block which they will build on Portage avenue, Win-

nipeg. The building will be 14 x 130 feet, three storeys high, of solid brick and stone.

The contracts have not yet been awarded for the \$20,000 addition to the London post office. The tenders were put in some time ago, and it is surmised that they have exceeded the appropriation.

The Grand Trunk Railway are increasing the size of their shops at Stratford, a new building of steel and cement to be erected for a boiler shop being 180 feet long and 120 feet wide. Other extensions are proposed.

Messrs. Millican & Co., Winnipeg, engineers and architects, are advertising for tenders for the erection of the club house at the rifle range in St. Charles. They have designed a very neat and cosy building and workmen who go to the range will have very comfortable quarters. The building will cost \$3,000.

From the number of permits taken out at the building inspector's office at Ottawa since the beginning of the year, there are indications that this will be a busy year among contractors and builders. Since January 1st permits estimating an aggregate expenditure of \$40,500 have been granted, among the number being one for a \$10,000 factory and another for a \$5,000 residence.

The Quebec Railway, Light & Power Company intend constructing a dam which will be 90 feet in height, 12 feet wide at the top and 65 feet wide at the bottom. It is to be built at the foot of the natural steps on the Montmorency River. The construction of the dam will give them an enormous storage reservoir, containing over 50,000,000 cubic feet of water, to draw from in periods of drouth.

Toronto Junction is to have another industry which will manufacture bricks out of sand and lime. The company will have \$50,000 capital. Ottawa is the only place in Canada where these bricks are now manufactured, and this firm turned out about \$4,000,000 worth last year. The brick can be made any color. The company will employ about 16 hands, and turn out 30,000 bricks a day, the price being \$2.50 per thousand.

It is estimated that \$600,000 will be expended in buildings at Moose Jaw this season. Upwards of three hundred structures are now under consideration. It is reported that the C. P. R. will erect a large machine shop at this point, and also enlarge the stock yards which were partially completed last Fall. The Masonic temple, post office and other large buildings are among the numerous new buildings to be started. It is reported that the town is to have a stove foundry, shirt factory and a steam laundry.

## Building Permits.

TORONTO.

P. Rosenbes, dwellings, 93 and 95 William street, \$3,500.

L. Legrow, dwellings, Bathurst street, near Barton avenue, \$5,400.

J. Drummer, dwellings, Dupont street, near Bedford road, \$8,400.

H. Gibson, dwellings, Beatrice street, near College street, \$4,400.

M. Hoops, dwellings, corner Arthur and Crawford streets, \$4,500.

W. H. Lee, store, corner Avenue road and McPherson avenue, \$3,200.

L. C. Sheppard, dwellings, Bismarck avenue, near Park road, \$5,500.

J. H. McKenzie, store, Avenue road, near Roxborough avenue, \$3,000.

J. Bunting, dwelling, Montrose avenue, near College street, \$2,200.

H. S. Squires, dwellings, Bathurst street, near Bloor street, \$5,900.

Mrs. M. J. Scott, residence, corner Dovercourt road and Shannon street, \$3,500.

## INVENTION OF SHOT.

Watts, the inventor of leaden shot, once fell into a drunken sleep and dreamt that it was raining molten lead, which in falling took the shape of millions of peas.

When he awoke he determined to try the effect of dropping molten lead from a considerable height, in accordance with the conditions of his dream.

The result was an exact fulfilment of what he had pictured in his sleep and his experiments were the foundation upon which he was able to build up a substantial fortune.

The highest shot tower is at Villach, in Carinthia, where there is a fall of 249 feet. After cooling, shot is sifted to separate the sizes and polished by rotary motion in small octagonal boxes.

## OPPORTUNITY.

"There's a moment that comes 'twixt too soon and too late,

And to miss it is almost a crime;  
Yet how many there are, and they blame it to fate,

Who are never exactly on time,  
It is then opportunity, almost in sight,  
Glides away and returns not again;  
None to blame but ourselves for the vanished delight

That we seek for hereafter in vain.  
Be alert for its coming, nor let it pass by—

Be awake when the moment arrives!  
Opportunity comes only once ere we die;  
'Tis the turning point of our lives."

—Boston Globe.



# THE ONTARIO TACK CO.

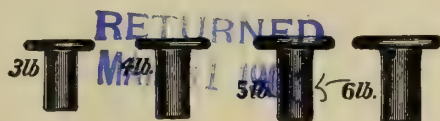
HAMILTON LIMITED

MANUFACTURERS OF

## TACKS WIRE NAILS WIRE

 **WIRE SPIKES up to 12 inches long**  
**OILED AND ANNEALED WIRE**  
**FENCE STAPLES** (Small Bundles, Soft and Clean in 20 in. Coils)

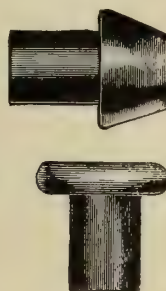
Bright, Annealed and Tinned **FINE WIRES**,  
**Shoe Tacks, Shoe Nails, Shoe Rivets, &c.,**  
Cooper Nails, Barrel Nails, Basket Nails,  
Starr's Corrugated Steel Fasteners.



### Iron and Copper Rivets

OF EVERY DESCRIPTION

1-2 in. diameter and smaller

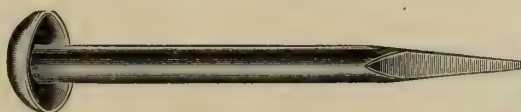


### WE MANUFACTURE

Norway Iron Rivets,  
Copper and Brass  
Rivets,  
Iron and Copper  
Burrs,  
Tubular Rivets,  
Bifurcated or Slot-  
ted Rivets,  
Wire Nails, Copper  
Boat Nails,  
Escutcheon Pins, in  
Brass and Steel,  
Carpenters' Braces  
Felloe Plates and  
Washers,  
Carriage Knobs  
made from Steel,



Countersunk Clout Nails



Bell Head Picture Nails

RETURNED  
MAR 31 1905  
To Mr Slater  
Cut Book 32  
Page 30  
RETURNED  
MAR 31 1905

AND OTHER HARDWARE  
SPECIALTIES.

# THE PARMENTER & BULLOCH CO., LIMITED,

GANANOQUE, ONTARIO.



**COVERT MFG. CO.**  
West Troy, N.Y.

**Auto Screw Jack**

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE



**A PERMANENT  
and Handsome Roof.**

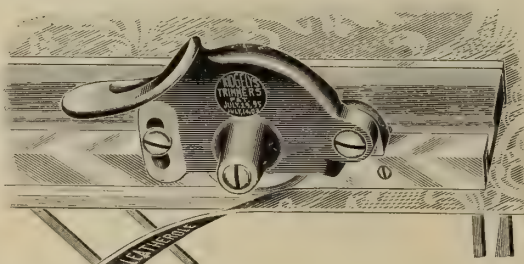


## Arrow Brand Asphalt Ready Roofing

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

**A. C. JENKING & CO, Sole Agents,**  
Room 215 Coristine Building, - **MONTREAL.**  
Sole agents being appointed in each district. Write to-day.

## RIDGELY'S WALL PAPER TRIMMER



Cuts more paper in a day than can be done with shears in six.

We are selling hundreds of them to the trade in Canada and have been for years.

Try a small order. **We guarantee them.**

**THE RIDGELY TRIMMER CO.,**

Manufacturers,

Paper Hangers' Supplies,  
SPRINGFIELD, OHIO, U.S.A.

Send for Catalogue.

**\$2** FOR THIS SMALL SUM THE **\$2**  
**MANUFACTURER and SUPPLY MERCHANT**

may keep posted on new openings for trade.

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reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

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**HOOKS,** Cup and Square Hooks, in Bright Iron, Brassed Iron, and Solid Brass.

**SCREW RINGS and GENERAL BRASS FOUNDRY.**  
**JONES & BARCLAY**  
BATH ROW, BIRMINGHAM, ENG.



**"LOOK FOR THE BOY" EVERY ROLL**

We have made a study of the good qualities of

**REX FLINTKOTE ROOFING**

and if you would become acquainted with it you would be as enthusiastic about its good qualities as we, and use it in preference to shingles, tar, tin, gravel, or any other roofing. It is fast superseding all of these, as it costs less, lasts longer, and has none of their faults or defects. It is made of the best matted wool fibre treated by our own compounds, and is waterproof and fire-resisting. We will send free samples and our handsome illustrated book on receipt of your name.

**J. A. & W. BIRD & CO.,**  
47 India Street,  
Boston, Mass.




**CUTTS**

Not a hard name to remember, is it? When you see it, associate with it

**All Metal Window Screens**

These Screens are as cheap as wood and far better. Then why sell wood? Circulars about them free.

**C. M. CUTTS & CO.**

Sole Makers - - - Toronto Junction, Ont.

**OUR HIGHEST GRADE  
XXX  
Quality vs. Price**

An Axe made from inferior material and poor workmanship is dear at any price.

**A TRIAL WILL CONVINC.**

If you have not had any of this brand of Axe we would advise you to try them, when you will find they are all we claim them to be.

**CAMPBELL BROS.**

Manufacturers  
ST. JOHN, N.B., CANADA  
WRITE FOR PRICES

**EXTRA**

**CAMPBELL'S  
CELEBRATED  
XXX  
CHOPPER**

OUR HIGHEST GRADE ST. JOHN, N.B. PRICE \$1.00

**RETURNED  
APR 8 1905  
To Owner  
CUT BOOK. 33  
Rogers**

**RETURNED  
APR 8 1905**

Made from the very highest grade of Cast Steel and Charcoal Tempered. Guaranteed of extra quality. Try it!





# Window and Interior Displays

Timely Hints  
and Suggestions

## GETTING BUSINESS THROUGH THE WINDOW.

It is stated by travelers in touch with the Canadian retail hardware trade that in cities, towns and larger villages the window display is becoming more and more valued by the trade as a means by which attention must be attracted and trade increased.

Within the last two or three years many old conservative firms have turned their attention to window display, and when the proprietor has not had time nor inclination for the work it has been turned over to the care of one or more of the brightest clerks in the store.

The value of the window display to the merchant is necessarily varied, because of the difference in the care given to and the skill displayed in the work.

Some window trimmers are content to always take seasonable lines and arrange them neatly in the window, no attempt at art being made and no pains being taken to make the display effective. Others give to their window displays particular attention, planning it carefully both in regard to its seasonableness and its attractiveness. As a man sows, so shall he reap. In proportion as energetic and shrewd work is bestowed on the window display so shall the retailer reap the rewards in the shape of increased trade because of it.

It is generally realized that window display to be useful should be arranged every fortnight. Thought should first be given as to what lines can be displayed to best advantage. It has been found wise to plan what shall be put in at least a week or ten days before the window is to be arranged, so that there will be ample time to arrange the most effective style of display for the goods to be shown.

Many trimmers, the majority in fact, go on the principle that the best window display is one that attracts attention and will "talk" in a simple, business-like way about the lines it is intended to draw attention to. They never attempt to build automobiles, bridges, locomotives, houses or to portray any

scene, rural or urban, in the window. They do, however, try to make their arrangement such that the passer-by is likely to notice their wares and to examine them in detail.

cause people to talk, or in some way arouse interest in the store, rather than to sell any particular line of goods.

Window display experts seem to agree that the best policy is one which will



When the Sugar Sap is Running.—A Seasonable Window.

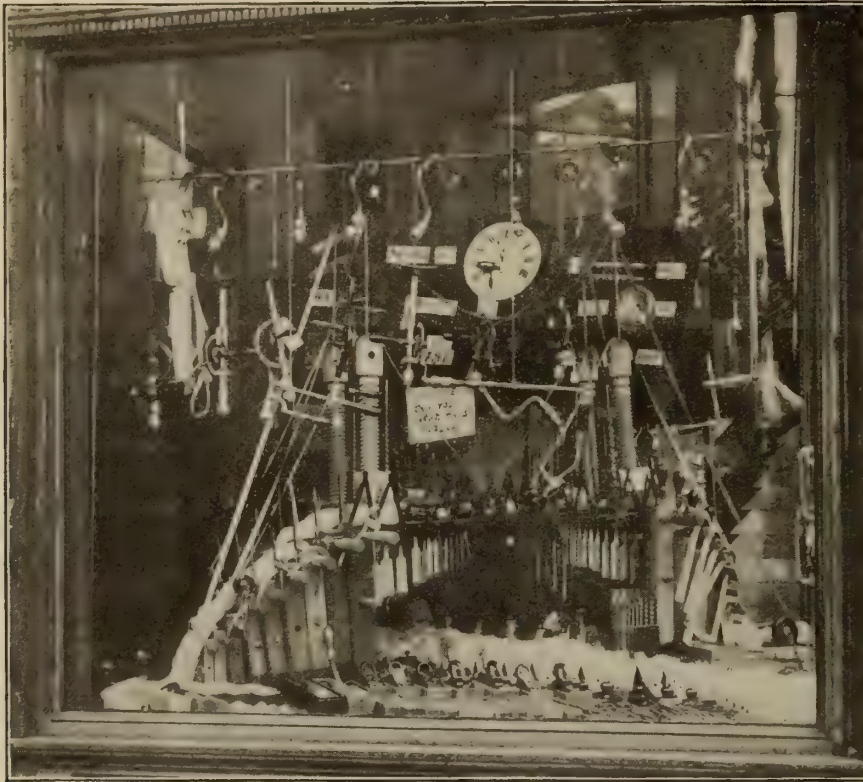
A smaller number of trimmers are always after a novelty for their window—something that will attract attention and

include both of the methods above mentioned. For a month or two their windows will be devoted to pushing the sale



of certain lines. Then to cause general attention to the store some attractive design will be worked out, using any article from the entire stock-in-trade of

should be used when price is the prominent feature of the store, but it is seldom an advantage under other circumstances.



A Puzzle Window—Vokes Hardware Co., Toronto.

the store which would help to make the display resemble more closely the article or scene it is meant to represent. At such seasons as Christmas, Easter and Thanksgiving, and at such times as the beginning of the hunting or fishing seasons, there is a special opportunity for novelty displays. In short, while novelties should not be used too often, they should be gotten up once in a while to give the impression that the store is energetic and up-to-date—a most reliable reputation for any merchant to acquire.

#### PRICE TAGS IN THE WINDOW.

The question of price tags in the window is a vexed one, yet before it can be settled the retailer must determine his whole policy as to business methods.

he intends to get business by giving closer prices than his competitors—a policy that seldom proves a satisfactory one—the advantage of price tags in the windows, if they show really low quotations, is obvious, but if the merchant intends to depend on his reputation for quality and reliability, for completeness of stock, for promptness of delivery, etc., rather than the price, the advantages of the price tag are not nearly so apparent. The price tag

#### DISPLAY CARDS.

Many merchants neglect a feature by which other window trimmers add 25 per cent. to the value of their displays:



An Up to-date Toronto Store.

the use of window cards. These can be made in various sizes from 3 x 6 in. to 3 x 6 feet, and can be lettered by any

clerk who gives slight attention to the work. White card-board should be used, and black ink or crayon is best for ordinary lettering. Some retailers make a point of getting as much literature as possible from manufacturers, especially calendars and card hangers. These they use to good purpose in covering side walls, etc., in displays which do not permit an arrangement of goods on these walls.

Every clerk who aspires to be up-to-date and who hopes some day to become a retail hardware man should give strict attention to window dressing, as well as to interior store decorating, for this knowledge certainly can be turned to good account in the years to come, possibly in the present year. Knowledge acquired is a permanent investment and yields an annual dividend.

#### AUSTIN EATON'S WINDOW.

It is with some satisfaction that we are able to present to our readers the accompanying illustration showing the store-front of one of Toronto's youngest retail stove and tinware stores. Established only a few months ago, Mr. Eaton's business has grown at a very rapid rate and is now being enlarged to take in plumbing and general heating. Mr. Eaton was formerly connected with the Gurney store on Yonge street, and, as is seen by his sign, still pushes the Oxford line of stoves, ranges, furnaces, etc.

While there is probably too much in the window shown to display all the

goods to the best advantage, enough can be seen to give at first glance the impression that the lines carried in stock





RETURNED

MAR 28 1905

cut Book 32

Page 55-  
McKay.

## WHAT DO YOU THINK OF IT?

It has our Galvanized "Safe Lock" Shingles on its roof and our 806 Stone, and 802 Rock-faced Brick Sidings on its sides, and

## PEOPLE ADMIRE IT.

We erected this house as a sample of a low-priced dwelling and it has attracted a lot of attention and brought us many customers.

Why not arrange with your local builder to put up a similar house and

## IT WILL WORK FOR YOU.

Will be pleased to give you full particulars. Have you our Catalogues and Price Lists on file? We are constantly adding new goods which help the trade to profits. Are you acquainted with our line?

---

# METAL SHINGLE & SIDING CO.

PRESTON, ONT.

LIMITED

WESTERN AGENCY, Ellis & Grogan, Calgary.

MANITOBA AGENCY, Clare & Brockest, Winnipeg.

MONTREAL AGENCY, J. B. Dagenais, 953 St. James St.



are high-class, and that the store inside is one which is inviting for ladies to enter. In our stoves and tinware department another photo is reproduced showing the interior of this store, and all will agree that Mr. Eaton makes splendid use of the limited floor space available. The display of coal, wood and gas ranges are especially good, while the enamelware is arranged so that it can be shown easily, quality rather than quantity being the motto followed. Mr. Eaton's store is in one of the best middle-class residential district in Toronto and he shows wisdom in catering only to high-class trade.

### TORONTO'S YONGE STREET BRIDGE.

ONE of the oddest displays shown in the window of a Toronto hardware store this season is the object of considerable speculation at present and we present a photo of the novelty in order that the trade may be able to see for themselves the originality of the work of Mr. C. Y. Russell, of the Vokes Hardware Company, whose display is referred to.

The display represents a bridge—some say the Yonge street bridge which Toronto is dreaming about. On four hand screws a platform is built spanning a gorge, below which a river made of snowy waste is shown, the banks of the river being made of planes and machinists' and carpenters' levels. The structure of the bridge is set off with zig-zag rules and tape lines to represent the railings and cables, while masons' twine, files, car bits, screw drivers, hammers, turning chisels and saw sets are used to strengthen and decorate the span and abutments. On the floor are shown rows of spiral screw drivers, reamers, plug-cutters, trimmel points, carpenters' pencils, lumber cranes, oil stones, hand-saw screws, cases of auger bits, try squares, bevels and spoke-shaves, while in the background and hanging are cases of Disston saws, hack screws, breast drills, corner braces, etc., and plasterers' trowels and tools, sample saw vices, plyers, bits, etc. Behind all, however, is the thing which gets the crowds guessing, the puzzle which to the initiated reads as follows: "To handle all things is our rule. It augers well. We divide profit. We're square. Our success is great but hinges on plain figures. Axes plainly—how much?"

### REMINISCENCES OF THE PAST.

IN the year 1866, or thereabouts, very little trading was done during the Winter months. The closing of navigation in those days was a singular occurrence, especially to the wholesale

hardware merchants, inasmuch that it marked the closing of the activity in the trade for the current year, thus making the months of December, January, February and March very dull and monotonous to the wholesale dealer and those in his employ. In fact, many of the houses, if it was not that it was an extraordinary custom, might have closed every afternoon and thereby relieved from the ambitious and conscientious clerk the idea that he was wasting time.

With the first of April of each year a change for the better generally took place, and, like the school-boy of the small town, who breathlessly awaits with much excitement the arrival of the circus, the clerks of the wholesale houses began to bestir themselves, till, when the first day of May arrived, which marked the opening of navigation in those days, trade was beginning to assume its regular brisk appearance, and clerks and warehousemen alike were well settled down to the pace of business, which would last for a few months.

In those good old days, a large majority of the goods sold in Canada were imported, and for this reason the opening of navigation was an event of greater importance than it is to-day. It has been estimated by an old member of the trade that 85 per cent. of the goods sold in Canada were imported from England. Of the other 15 per cent. the larger portion came from the country to the south of us, namely the United States. Horsenails imported in those days arrived in bags, and many were the abhorable exclamations uttered by the carters when the points of the nails, which protruded from the bags, pricked them on the part of the body unprotected by clothing.

Payments in those days were much longer. Regular terms ranged from five to seven months, sometimes longer, indeed it is known where merchants only paid once a year. With the advance of modern civilization, competitors have become more numerous, and with this keener competition, profits have amazingly diminished. For, after all, the profits are to the business man what the sight of gold is to the foot-sore, hungry and care-worn miner.

The trade in the City of Montreal during that period was small indeed, the best business was largely confined to Ontario, and the upper portion of the Province of Quebec. In the early days of the sixties, before the day of Confederation, the wholesale merchant of Montreal or Ontario was unable to do business with the Lower Provinces. But to-day he is able to extend his business from the uttermost point of the Island of Prince Edward to the coast of the Pacific Ocean.

Speaking of imports, cutlery in those

days was imported exclusively from Great Britain, and, although Germany has made some rapid strides in this branch of the business, still Great Britain reigns as king of the cutlery world. But not so with builders' hardware. English-manufactured goods is a thing of the past as far as Canada is concerned. American and Canadian manufacturers have captured this branch of the business. With metals, Great Britain still controls a large portion of the trade. How long these conditions will last, it is hard to say, when we consider the progressiveness of our Canadian manufacturers and our friends to the south of us, who are constantly seeking fresh conquests in the commercial world. Who shall dare state what will occur during the next twenty years, when we note the vast changes that have occurred during the past thirty years? Take for instance, as an illustration, the sale of files. In 1865, aye, and possibly up to the year 1875, no files were known in Canada, other than of English manufacture. To-day they are rarely mentioned; in fact, files manufactured by a prominent firm in the Province of Ontario, besides supplying the home market, are exported regularly to the English market. Another line worthy of mention is carpenters' tools. Such vast strides have been made by the Canadian manufacturer that shipments are being exported constantly to Great Britain. These serve as illustrations to show what remarkable changes have taken place in the hardware trade of Canada. The English manufacturers as a body have been slow to adapt themselves to the changed condition of affairs, and when we consider their excellent facilities and knowledge for manufacturing, should we not be inclined to think that they have allowed the opportunities to slip away from them. How difficult it is to regain trade when once lost.

While these changes allude largely to the wholesale trade, they, of course, apply with equal force to the retail trade. Enter a retail hardware store and notice the prodigious changes that have taken place within the last thirty years. The modern methods of the merchant of to-day have entirely obliterated those in vogue when the gray-haired and respected merchants of yesterday were acting as salesmen behind the counter. And if the enforcing of new methods, caused by the advancement of modern-day civilization, has moderated the luxuriant profits enjoyed by the wholesale merchant of the good old days, still, we have a business to-day that is looked upon by our neighbors as one worthy of a trial to capture, if the chance should ever present itself.



## MONEY IN PAINTS



It is right in these two lines.

They work together as business pullers.

The price you buy them at is correct.

They make a handsome appearance on your shelves. You have handsome cards to show your customers, and the tin carries the stock that makes buildings look fresh and bright, stands as paint should stand, satisfies your customers and brings trade.

You can get your price for Ramsay's Paints.

**A. RAMSAY & SON COMPANY,**

Est. 1842

MONTREAL

The Paint Makers

## "The Bulletin"

3 MONTHS' SUBSCRIPTION

# FREE

A new magazine published monthly by the Penberthy Injector Co., Limited, containing articles selected from the leading trade papers of Canada and the U.S. of practical use to everyone interested in mechanics. Address carefully as follows:

**Penberthy Injector Co.,**  
Limited

Care of Printing Dept.,

**Windsor, Ont.**



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Round Corrugated Pipe

**Conductor Pipe, Eavetroughs, Fire-proof Metal  
Corrugated Iron, Cornices, Windows, etc.,  
Skylights, Elbows, Ventilators, and Hot Air Furnaces.**

Our Goods are the recognized standard and we ship promptly.

# Wheeler & Bain

  
**Toronto**


Square Corrugated Pipe

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MAR 31 1905

To Owner  
Cut Book  
Page 32



# THE PECK ROLLING MILLS

## LIMITED

ESTABLISHED

1836

P.  
B.

NEW  
P  
A  
T  
T  
E  
R  
N

Dear Sirs,—

FOR SOME MONTHS I  
HAVE USED YOUR **New**  
**Pattern P. B.** HORSE SHOES  
WITH EXCELLENT RESULTS,  
AND HAVE PLEASURE IN TESTI-  
FYING TO MY ENTIRE SATISFAC-  
TION WITH THE BRAND.

I FIND THAT YOUR SHOES ARE  
MANUFACTURED OF HIGH GRADE IRON  
AND ARE WELL CREASED, PUNCHED,  
AND FINISHED. THE PATTERN IS  
UNIFORM AND SUPERIOR TO THAT  
OF ANY IN THE MARKET.

I CONSIDER THE SHOE PERFECT.

YOURS TRULY,

(SGD.) CHARLES HOUGHTON.

MONTREAL, FEB. 7TH, 1905.

The above letter from one of the  
largest horse shoers in Canada is one  
of our many unsolicited recommenda-  
tions.

*Samples and  
quotations on  
application.*

QUALITY  
GUARANTEED.  
PROMPT  
SHIPMENT.

RETURNED  
JUN 23 1905

*To Montreal  
Cart Book 36  
Page 89*

The Peck Rolling Mills Limited

MONTREAL

HEAD OFFICE—Coristine Building

WORKS—Lachine Canal



# HARDWARE AND METAL

## President:

JOHN BAYNE MACLEAN,  
Montreal.

## The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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W. H. Sharland, Jr.

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## THE ELECTRIC RAILWAY ERA.

WHILE Canada has not advanced as far as many of the States to the South in the matter of electric railways, much progress has been made, and from all sections come reports of proposed development. The next five years will certainly see marvellous progress made, and the country districts adjacent to the large cities will be covered with a net work of electric lines. This will not affect the hardware dealer in the smaller centres of population as much as it will affect dealers in other lines, but it is bound to throw more business into the large departmental stores—especially if the express and postal parcels-post systems are developed to as great a degree as the electric railways. It behooves the local dealer, therefore, to be on his guard and not allow his municipality to throw itself into the arms of the grasping monopolists, who cry for bonuses for their coupon-clipping enterprises.

Another phase of this question is the

increasing use of electric power on steam railways. The C.P.R. has handed over its branch line from Vancouver to Steveston, and in future it will be operated with electric power by the B. C. Electric Railway. And the New York Central has adopted an electric locomotive for use on its suburban lines, it being the pioneer in this respect in the United States.

Within two years the New York Central will not have a steam locomotive in commission in a radius of forty miles from New York. Changes are now in progress involving an expenditure of fifty million dollars in preparation for the installation of electricity as the motive power to the extreme limit of the suburban zone of the road. When these are completed, the suburban service will have a two-minute headway over four tracks, and the through traffic will all be taken into New York City by immense electric locomotives of three thousand horse-power. This constitutes a revolution in railway methods, for it is but one step from the electrifying of the suburban service to the complete substitution of electricity for the whole system.

The locomotive which the New York Central has adopted has many advantages over steam. They have been driven at the rate of 75 miles an hour, and are capable of developing 90 miles an hour. They weigh only 85 tons against 150 tons for the Atlantic type of steam locomotives. They can be started, attain full speed, and come to a standstill well within a distance of four miles, or while one of the heavier steam locomotives gets really under way. Then the driver is directly in front, and can see the track straight ahead of him, minimizing the danger of collisions. Traveling is rendered more comfortable by the absence of smoke and cinders. All these advantages, with the certainty of lower rates and better service, open up the prospect of a new era in railroading, which will confer benefits upon both the owners and patrons of the roads.

Concurrently with the installation of electricity, the New York Central is taking up the question of abolishing grade crossings, and will carry out a broad policy at very great expense. Thirty-five million dollars will be ex-

pendent in depressing tracks, increasing trackage, abolishing grade crossings, and making changes in terminals and stations. These are all necessary to give the two-minute service and handle with safety and expedition the 500 to 700 trains that enter New York over the company's track every 24 hours. It is the most important movement in the history of railroading, for it marks the beginning of the end of the steam locomotive.

## BRITAIN'S COAL SUPPLY.

THE Royal Commission appointed to investigate the coal supply of Great Britain have completed their work, and their report makes interesting reading. They find that there is more coal in view to-day than the estimated resources in 1871, and at the present rate of consumption, it will be 440 years before the proved coal supply is exhausted.

In the proved coal fields there are 100,000,000,000 tons, and it is estimated that there are 89,000,000,000 in the unproved fields. To further increase the supply, the invention and extended use of coal-cutting machines have made workable thin seams, which were too unprofitable to work by hand. The large increase in the estimate made in 1871 is accounted for by the increased knowledge and recent discoveries. In this connection the following figures are interesting:

	Tons.
1871 estimate .....	90,207,285,698
Mined, 1870 to 1903 .....	5,094,928,507
Present estimate .....	100,914,668,167
Excess over 1871 estimate	10,707,382,769

The growth of the yearly output is shown by these figures:

	Tons.
1870 .....	110,431,192
1880 .....	146,969,409
1890 .....	181,614,288
1900 .....	225,181,300
1903 .....	230,334,469

"We look forward to a time, not far distant," the Commissioners state "when the rate of increase of output will be slower, to be followed by a period of stationary output, and then a gradual decline."

An investigation was made into the amount of coal consumed in the various



industries during 1903, the figures secured showing the following result:

	Tons.
Domestic .....	32,000,000
Railways .....	13,000,000
Factories .....	53,000,000
Mines .....	18,000,000
Iron and steel industries.....	28,000,000
Other metals and minerals...	1,000,000
Brickworks, potteries, glass- works, and chemical works.	5,000,000
Gasworks .....	15,000,000
Coasting steamers (bunkers).	2,000,000
Total .....	167,000,000

The Commission does not favor restricting the exportation of coal from Great Britain, contending that the export trade is of vital importance to the industrial prosperity of the nation.

Since 1870, the output of the coal mines in Great Britain has doubled, while that of Germany has increased four-fold and that of the United States ten-fold.

#### MORE TECHNICAL EDUCATION NEEDED.

FROM what is known of the advances along the line of technical education in other countries, and the benefits that have been derived by placing such advantages within easy reach of the mechanic, it must be recognised that in Canada we have been slow in grasping the situation and viewing it in the proper light. Every manufacturer will sooner or later realize the boon that accrues to his industry when his men have a deeper knowledge of their work than that gained from every-day practice. Many a job has been spoiled, not because the mechanic was not skilled, but because his knowledge of mathematics, of mechanics and of strength or materials was not such as to enable him to take a broad grasp of his work.

The little that has been done towards this end is but a start. Outside the technical departments of the universities a few schools have been established, but in looking at statistics it is shown that little more than 1 per cent. of the outlay for education in Ontario is for technical advantages. The few schools established are not within the reach of the many. Correspondence schools are doing good work, but their

ultimate usefulness is restricted. There is not a manufacturer in the land but will admit that if this country is going to take a leading place in manufactured products it can only be accomplished by educating our workmen to the highest degree of usefulness. To this end, by helping their own mechanics, they are really benefiting themselves the most in taking the initiative. At the present stage of the country's development it is with the manufacturers themselves that a solution of the problem must be sought.

We find some of the largest and most progressive industrial establishments in the United States assisting their men by giving them access to technical books and technical magazines, and it is gratifying to note that a start is being made in this direction in Canada. In many towns there are few advantages or chances whereby the average workman may learn more of his particular line of work. Public libraries, as a rule, do not contain such books, although there is every reason why they should, and for the individual himself to purchase a technical library is nine times out of ten out of the question altogether.

The manufacturers' opportunity is apparent. A small library of technical books covering the fundamental principles of science, mechanical principles and movements, books on methods and materials of manufacture, as well as some inspirational books, of which there are many in print, would be a small expense item in the yearly total, but would mean much to the relations between the men and the firm, and everything to the spirit in which the day's work would be done.

#### REINFORCED CONCRETE BUILDINGS.

THE experimental stage has been passed in the construction of steel reinforced concrete buildings, and their strength and durability is now an established fact. While those of modern construction have not yet had time to prove their endurance, sufficient evidence

of the lasting quality of cement is at hand to demonstrate beyond cavil that as a building material it has for centuries established its place in the architectural world. We have but to turn to the examples of concrete construction left us by the Greeks and Romans to be convinced of its ability to resist the ravages of time and its imperviousness to changing climatic conditions and the effects of exposure to the elements. Accurate scientific tests have as satisfactorily demonstrated that it is equal to any other known material in sustaining weight, and hence the increasing tendency to employ the steel reinforced concrete as the frame work of structures. Whatever prejudice architects may have entertained towards the use of concrete as the chief component feature of buildings, has been dissolved, and we find eminent architects everywhere designing plans which contemplate the use of this material. Its susceptibility to ornate treatment, its adaptability to all degrees of temperature, and its absolute resistance to the effects of fire are important factors favoring its use.

#### ENGLISH CAPITAL TO BE INVESTED.

THE assurance given by D. M. Stewart, general manager of the Sovereign Bank, in London, during the past week that British capitalists were looking to Canada for investments, but confirms what has already been felt in this country. After holding back for many years, they are beginning to feel a confidence that never before existed. This is begotten only after a rigid examination into existing circumstances. It is being recognized, slowly perhaps, but nevertheless surely, that the virgin possibilities for invested capital are unrivaled. The building of railways, the development of water-power, the operating of mines and timber limits, the establishment of manufactories and the opening up of new country offer for the conservative investor in Britain a wide range and the brightest prospects. While this movement was bound to come sooner or later, the fact that it has received an impetus recently tends to strengthen the present bond of union be-



tween this and the Motherland. Speaking of the matter, Mr. Stewart said: "Anything that will tend to strengthen that connection must be to our interest as Canadians. I have had any number of inquiries from financial houses and private capitalists regarding Canadian investments, and there will undoubtedly be a large influx of English capital this year. I was able conscientiously to recommend Canada as a safe and remunerative field for investments, but, of course, I pointed out that in such a big country there are apt to be a few "gold bricks" lying about, and investors should take proper precaution to avoid them. On the other hand, it is the duty of Canadians to facilitate investigation, and do everything they can to put the capitalists of Great Britain in touch with only really good and meritorious propositions. That is the best way to make Canada favorably known in the financial world. In the same way we cannot be too careful about the quality of the goods we export to the British consumer. We have a reputation still to make as well as to sustain, and this can best be done by sending out goods that are exactly according to representation. It behooves all Canadians, in their own best interests, to see that the interests of the British importers and capitalists are alike properly safeguarded."

#### A LITTLE LATE.

THE Toronto branch of the Canadian Manufacturers' Association has issued a letter to the members of the association in Toronto, London, Guelph, Woodstock, Brantford, Stratford and Ingersoll, calling to their attention the fact that an inquiry is on foot regarding electric power development possibilities for these cities. A commission has been appointed, and the services of a firm of prominent consulting engineers secured to carry on the investigation. The letter asks the co-operation of the members in the different places mentioned by giving data regarding their own power requirements. This is a commendable

undertaking, and it is hoped that its ultimate object may be reached, that of enabling the manufacturers and power users of Ontario to obtain power at lessened cost.

It is inferred from the location of the municipalities mentioned that Niagara's power is proposed to be used. If this is so, why was the matter not brought up earlier, before the most valuable rights and privileges of Niagara had been granted to private companies. The manufacturers of Ontario have a right to the resources available, and at the lowest possible price, but as matters at present stand the prospect of their securing this is none too bright.

#### THE ANTI-DUMPING CLAUSE.

PROBABLY one of the latest results of the rigid provisions of the Anti-Dumping Clause, is the withdrawal of the Canadian branch of the American Axe and Tool Company's office, which was situated at Montreal. The withdrawal of this office, indicates that this company has given up all present hope of cultivating the Canadian trade. Possibly the American manufacturers of axes and edged tools felt the effects of this law more keenly than his fellow manufacturers, as the number of our home manufacturers now amounts to some nine or ten, and although the industry is young, still the Canadian article placed upon the market is of good quality.

In other words, the competition has been too keen for them, the Canadian manufacturer being able to manufacture at a price equally as low, and possibly lower. Such being the case, it would not pay our wholesale merchants to handle the imported goods, as the margin of profit would be too small.

It has been estimated that the Americans control about 25 per cent. of the Canadian edged tool trade, and possibly 35 per cent. of the axe trade. If these figures are correct a portion of the Canadian retail hardware merchants will miss the Americans if they disappear from our markets. Canadian wholesale merchants may still order direct, but the general impression is that, owing to the small margin, and the possibility of

becoming entangled in the payment of fines, this part of the trade will be neglected.

#### PRISON vs. FREE LABOR.

A QUESTION which has caused much silent thought among manufacturers of recent years, is the panning out of prison manufactured goods and articles to the Canadian wholesale trade in competition with honest labor.

This is an unfair competition, and if continued to any great extent will mean that the manufacturer will have to devise some means whereby he can manufacture at a lower cost. If these probabilities materialize it will probably cause dissatisfaction in that part of the commercial field directly affected by these conditions.

A circular has been received by the general wholesale hardware trade of Canada from the Warden of the Kingston Penitentiary inviting tenders on four varieties of rope which they have for sale.

We are led to believe that this is the first attempt of this institution to manufacture rope, and therefore the trade should thoughtfully consider the probable quality of this article before purchasing. It is well known among business men that the initiative article of the manufacturer is frequently of a quality greatly inferior to the standard article previously used. This is only too well known among the cordage manufacturers, who experience great difficulty in manufacturing a brand of goods that will please their customers to such an extent that they will use it instead of the cordage formerly used. If, then, the Canadian manufacturer under whom the industry has every chance of becoming a success, finds it extremely difficult, what can we say for this institution which has to experience one of the greatest drawbacks imaginable, namely, the lack of experienced tradesmen and workmanship.

If prison labor is supported by any of our leading wholesale houses it may help to obliterate any respect held by their customers for that house, and may eventually lead to the manufacturer having to deceive the public by placing on the market an article inferior to the present standard in order that he may fairly compete.

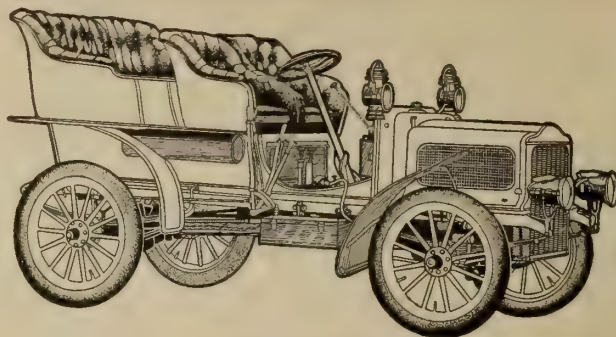


# Automobiles

WE ARE SOLE AGENTS FOR  
EASTERN CANADA

FOR THE FOLLOWING

## American Automobiles



"WHITE TOURING CAR"

**The "White Touring Car"**  
Made in 3 styles

This is one of the finest machines made in the United States. It is easy to operate, safe and sure. Will climb any hill carrying five persons. The most quiet running car made. Price **\$3,250.00** f.o.b. Montreal.

**The "Rambler"**  
Made in 6 styles

The **RAMBLER** makers are credited with giving "more for the money" than any other Automobile manufacturers. Prices **\$850.00, \$1,100.00, \$1,750.00** and **\$2,500.00** all f.o.b. Montreal.

**The "Ford"**  
Made in 3 styles

This is undoubtedly the favorite gasoline car at a low price. It has a 10-H.P. Engine. Runs very quietly. Side entrance tonneau, **detachable**, and so simple that a boy can run it. The best Doctor's Car made. Prices **\$1,000.00, \$1,100.00, \$2,700.00** all f.o.b. Montreal.

**The "Stanley"**  
Steam Car

As a small pleasure vehicle the **STANLEY** is unsurpassed. It carries two or four persons. Will climb any hill at double the speed of a gasoline machine. Runs silently Very speedy. Price **\$1,075.00** f.o.b. Montreal.

We have on hand a number of good second-hand machines which we have taken in trade on new vehicles. Send for our list and prices. All our second-hand cars are on view at our show-rooms and can be seen and tried at any time.

CATALOGUES ON APPLICATION.

ALL KINDS OF AUTOMOBILE SUPPLIES CARRIED IN STOCK.

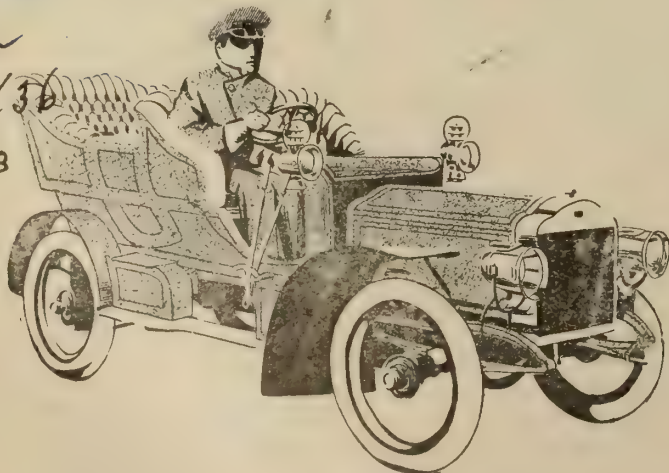
L. D. ROBERTSON,  
Managing Director.

**EASTERN AUTOMOBILE CO.,** 5 and 7 BERTHELET ST.,  
**MONTREAL, QUE.**

# 'TIS AUTOMOBILE YEAR

RETURNED  
JUN 15 1905

Owner  
Book 36  
Page 5-3  
@



The Automobile has demonstrated that it is now a practical vehicle for pleasure and utility. The machines we handle in Canada are absolutely alone in their class. Here are three of them:

**POPE TRIBUNE**, the most successful runabout on the market for the price, 6 horse power.

**PEERLESS** Four Cylinder Touring Car, long wheel base, accurate control, rich in appointments, 24 horse power.

**THE "RUSSELL."** The new touring Four Passenger Car—15 horse power, double opposed cylinders—side entrances to Tonneau—long wheel base—direct drive. A wholly "Made-in-Canada" Car and one of the most successful on the pavement.

We also handle exclusively for Canada the Packard, Thomas, Stevens-Duryea, Ford, Waverly, Pope-Toledo, and Auto Car.

WRITE FOR CATALOGUES AND AGENTS' PROPOSITION.

## CANADA CYCLE & MOTOR CO.

Automobile Corner, Bay and Temperance Streets  **TORONTO**



# Automobiles and Sporting Supplies.

NEARLY thirty years ago, a young man belonging to a wealthy and aristocratic family, and well-known in Paris as an expert duellist and an arbiter of fashion, left his club on New Year's Eve and directed his steps along the boulevards. The broad, brilliantly-lighted pavement was edged with an interminable line of stalls on which cheap toys were offered for sale as New Year's gifts. The young count made his way listlessly through the happy and jostling crowd. The merry throng struck in him a discordant note, for it forced upon him a painful contrast between his own life of pleasure and the life of productive toil of those around him. Deep in this New Year's reflection his attention was attracted to a toy on one of the stalls. It was a little steam carriage, the cylinder of the engine being a glass tube, in which the spectators could see the piston pushed backwards and forwards by the steam. The count was struck with a sudden idea: "Why not make ordinary carriages run the same way?"

Making enquiries he found that the toy had been made by a man named Bouton. He went in search of Bouton, whom he discovered in a little workshop in one of the industrial quarters of Paris. Thus began the association between Count Albert De Dion and M. Bouton. They took a small workshop, where they started to design a boiler with a large heating surface, in a small volume. It was a water-tube generator. At that time it was the only boiler of its kind in existence.

In 1883 the fashionable world of Paris was startled and amazed at seeing the count driving a steam vehicle, with a vertical boiler between the two large front wheels, and seats for two over the rear steering wheels. The power was transmitted from the engine to the front wheels by means of a belt. On this freak-looking vehicle Count De Dion made many a journey.

With the aid of M. Bouton he brought out in 1885 a type of dog cart with chain drive and front steering wheels, and every year a new model of steam car was introduced, showing an improvement on those that preceded it. It was about this time that the steam vehicle was beginning to awaken interest among the sporting and wealthy families of Paris.

A man by the name of Fossier, an editor of a sporting paper in Paris, becoming deeply interested in the invention, tried to popularize the motor vehicle by organizing a speed test between the count and one M. Serpollet, a wealthy gentleman who had purchased a machine.

The first test proved to be a failure as the count was the only one to put in an appearance, and the year 1888 had been ushered in before the first successful automobile race of the world was held. In 1894 the count and M. Bouton started to experiment with Petrol motors on tricycles. This in reality marked the beginning of this famous business.

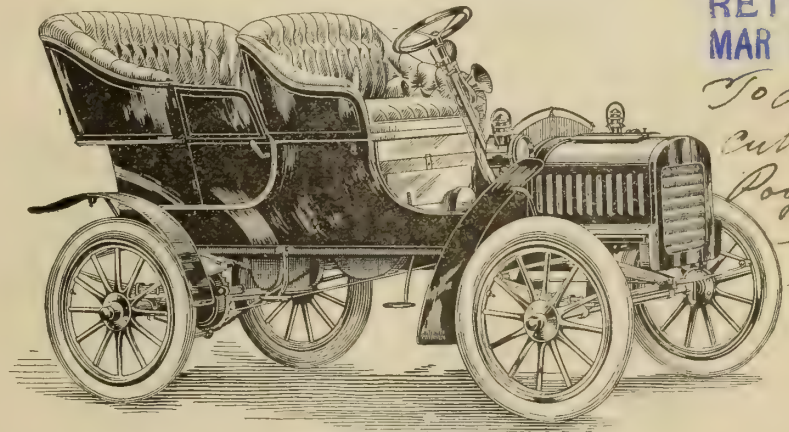
## OUR TRADE.

As time wears on, the season of the year draws near which will be a delight to the chaffeurs, and automobile owners in general. Those who intend investing in a car this year will learn that a higher market exists, owing to the advance of 10 per cent. on the duty which came into effect on February 1st, 1905, as a protection to the Canadian manufacturers. We have in Canada at present only three manufacturers of any repute. Of these, one manufactures bodies only and imports the machinery,

For some absurd reason, the industry has had a natural enemy in the daily press, and the prominent dealers in the large Canadian cities, especially Montreal, have experienced a great difficulty in contending with this detriment to the business.

Despite the prevailing conditions, dealers are looking enthusiastically forward to a steady advancement and the expectation of seeing in a few years an industry which will be the pride and joy of every handler of the crank and presser of the air-bulb. Laws regarding speed have been made and enforced, but the love of speeding gets the upper hand and control of many of our most prominent Canadians and most successful automobilists, which results in heavy fines being imposed.

It is not expected that cars will be used to any great extent in the Province of Quebec and some of the Maritime Provinces on account of the poor



A Four Cylinder Touring Tonneau Car, 1905 Pattern. Price, \$1,100.

while the other two manufacture small run-abouts too light for the heavy country roads such as are to be found in the Eastern Provinces of the Dominion.

A small number of run-abouts have been purchased for the coming season by those who wish a car for business purposes only. The favorite for general purposes is the large Tonneau touring car of either two or four cylinders, with side entrance instead of rear entrance as heretofore. The French car, on account of its stability of manufacture, is probably the preferable machine among the better and richer class of customers. There is one drawback to the imported European machine, namely, the narrow gauge of the car and the small space between the gear of the machine and the ground, making it impossible to travel on hilly roads. Several European machines, on account of this defect, have had to be altered after having been received by the purchaser.

conditions of the country roads. But when the roads are in such a good condition as they are in Ontario and the Western Provinces, with exception of British Columbia, it only needs the steady cultivation of a few years and we may expect a boom similar to that which occurred in the bicycle trade a few years ago. Owing to the subject being one of frequent discussion a representative of Hardware and Metal called on the leading dealers of cars, and accessories, and secured the following interview:

MR. WILLIAM P. KEARNEY,

Manager of the Rubber Tire Wheel Company, and agent for the Oldsmobile, Cadillac, and Yale Touring Cars, of 784 Craig street, is probably one of the best known dealers in Montreal. Besides the companies already mentioned he represents the Darracq Automobile Company of Suresne, Paris, France, and the Fisk Rubber Company, of Chicopee

RETURNED  
MAR 31 1905  
To Montreal  
Cut Book  
Page 38  
C



Falls, Mass., who manufacture a line of tires, a cut of which is shown in these auto tires. Mr. Kearney expressed himself as being greatly dissatisfied with the course the daily press had

RETURNED

MAR 31 1905

Montreal

Book 32

Page 38



A Solar Headlight.

taken in this matter. Despite the unreasonable and unfair opposition he expects a steady advance in sales. Owing to the advanced price of the materials of which the car is manufactured, Mr. Kearney does not look forward to any decline in the market price, but rather, that a steady price will continue with the probable tendency to advance some later date. Mr. Kearney claims that a great difficulty was experienced last year in obtaining cars in sufficient numbers to equal the demand. This difficulty will be partly overcome this year as a number of the manufacturing plants have been enlarged.

JOHN MILLEN & SONS.

Probably this company is the best and largest dealers in automobile accessories in Eastern Canada. J. E. Millen, Jr., when seen by a representative of this paper, was inclined to believe that the advance of 10 per cent. in the duty would have a momentary effect upon the sale of automobiles. Large orders have already been received by this firm for lamps and horns, which tends to corroborate the statements of other dealers in regards to the increase of sales during the coming season. Although this company deals only in accessories, they take a live interest in the sale of machines and trade in general. Mr. Millen, in expressing his opinion in regards to the outlook, stated that the French cars would be used more extensively on account of their superior quality and workmanship. A new lamp which has been placed upon the market and which promises to have a large sale is the Solar lamp, by the Badger Brass Manufacturing Company of New York City. The lamp, as is seen by an accompanying illustration, is a combination of an improved front and rear silver reflector and a perfectly ground and polished magnifying plano-convex lens in front, the two being of and placed in a focus which

produces a combination of the long ray of the mirror reflector and the wide, full field of light from a perfect parabola—a finished example of the lamp-makers' art which promises to be most popular with motors desiring a perfect lamp equipment. Beside the company already mentioned above John Millen & Sons represent the Dayton Electrical Mfg. Co., manufacturers of dynamos, and coils, of Dayton, Ohio; Post & Lester Company of Hartford, Conn., manufacturers of plugs, odometers, etc.; National Carbon Company of Cleveland, Ohio, manufacturers of batteries and flashlights; Byrne Kingston & Co., Kokomo, Ind., manufacturers of carburetors; Shelby Steel Tube Co., of Pittsburg, Penn., manufacturers of seamless steel tubing; Rougier Freres, of Paris, France, manufacturers of horns; Boas, Rodrigues, of Paris, France, manufacturers of the Alpha lamps.

THE EASTERN AUTOMOBILE COMPANY.

Mr. L. D. Robertson, managing director of this company, expects sales for this coming season to be far in advance

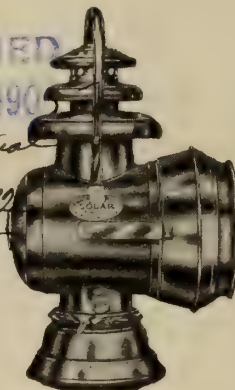
RETURNED

MAR 31 1905

Montreal

Book 32

Page 38



Solar Oil Lamp.

of former years, in spite of advance in duty. Mr. Robertson does not comprehend in what way the increase in the duty will favor the Canadian manufacturers, as at present no car is manufactured on the Canadian market to supply the Canadian purchasers. On account of the scattered population and the comparative newness of the country the wealth has not accumulated and, therefore, Mr. Robertson does not think that the Canadian purchasers could support an industry large enough to compete with French and American manufacturers.

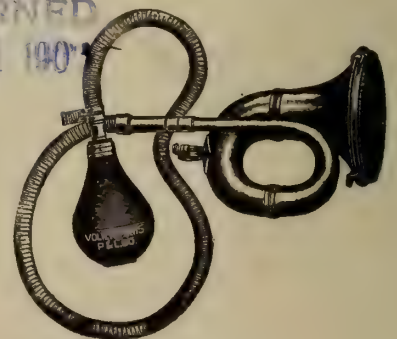
Some large orders have already been booked by this firm for future shipment. Mr. Robertson has placed an order for a car of English manufacture which he expects to have on view in his showrooms, at Nos. 5-7 Berthelet street, Montreal, in a few days. This is the first appearance of an English car in this city and it is looked forward to by all business men, interested in the industry, with great interest. This company proposes

opening a new branch in connection with the business, namely, that of dealing in accessories, and something of interest to the trade may be heard from this firm at a later date. The following is a list of the firms the Eastern Automobile Co. represent: The White Sewing Machine Co., of Cleveland, O., manufacturers of the White Touring Car; Thos. B. Jeffrey & Co., Kenosha, Wis.; Ford Motor Co., Walkerville, Ont.; Stanley Motor Carriage Co., Newton, Mass.; A. Clement & Co., Paris, France; and the Wolseley Motor Car Co., Birmingham, Eng.

THE CANADA CYCLE AND MOTOR CO.

The Canada Cycle and Motor Company are looking forward to a splendid year. The sales recorded so far are greatly in excess of those entered to the same period last season. Probably the recent Auto Show held in Toronto by this company stimulated this unusual buying to a great extent, yet there is noticeable and unprecedented interest on the part of the general public which promises to bear fruit.

The improvement in this year's automobiles are so numerous and of such a special nature to the individual machines that it would be difficult to describe them without going entirely into the details of the construction of the cars. The principal points, however, are probably covered by the general adoption of the longer wheel-base and the direct drive, even for the two-cylinder machines. The single cylinder and three-cylinder machines have disappeared almost entirely from the catalogue—while the two-cylinder cars are nearly all of the approved type. The Canada Cycle and Motor Co. are recommending the following cars to the Canadian public: Peerless, Packard, Thomas, Ford, Stevens, Duryea, Pope-Toledo, Pope-Hartford, Russell, Ivanhoe and Waverly.



An Auto Horn.

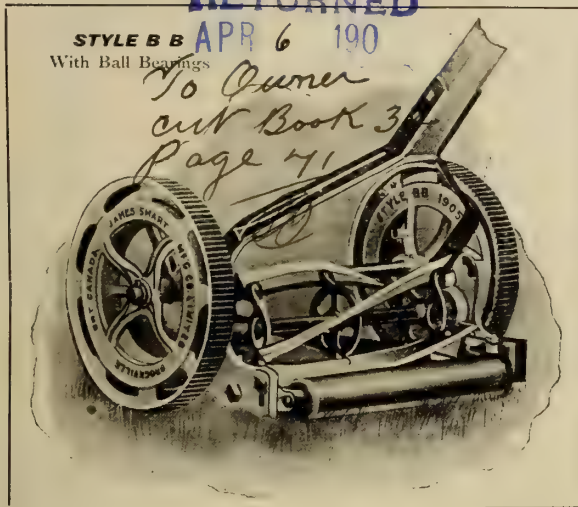
## OF INTEREST TO ACCESSORY DEALERS.

**H**ARDWARE merchants who purpose dealing in launch and automobile accessories, should be deeply interested in the subject of the following paragraph. The Gordon cells, which are illustrated herewith, are manufactured



# Brockville Lawn Mowers

**For Season of 1905**



STYLE B B  
With Ball Bearings

## Style B B

With Ball Bearings. New for this season. Finished in Light Blue and Aluminum. 10½-inch Driving Wheels. 12, 14, 16, 18 or 20-in. cut. Four Blades.

## Style C

Finished in Aluminum and Gold Bronze. 10½-inch Driving Wheels. 12, 14, 16, 18 or 20-in. cut. Four Blades.

## Style K

Finished in Light Green and Gold. Three Blades, 8½-in. Wheels. Four Blades, 9-in. Wheels.

ORDER DIRECT FROM THE MAKERS.

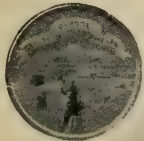
**THE JAMES SMART MFG. CO. LIMITED**  
**BROCKVILLE, ONT.**

*The most complete, best constructed, and beyond question the most attractive line of Lawn Mowers ever placed before the Canadian public.*

**Every Machine Warranted, Absolutely**

**or 131 Bannatyne Ave., WINNIPEG, MAN.**

## U. S. BATTLESHIP "NEBRASKA"



The Bearings of this Battleship are lined with

# SYRACUSE BABBIT

TRY OUR "MANGANESE" ANTI-FRICTION METAL.

IT IS THE BEST MADE FOR ALL MACHINERY BEARINGS.

# SYRACUSE SMELTING WORKS

Factories :

MONTREAL  
NEW YORK  
SEATTLE



**MADE IN CANADA**

We are the first and only makers of Monkey Wrenches  
in Canada.

Solid Steel Bar Drop Forged

# Agricultural or Regular Wrench Improved Machinist Knife Handle Wrench

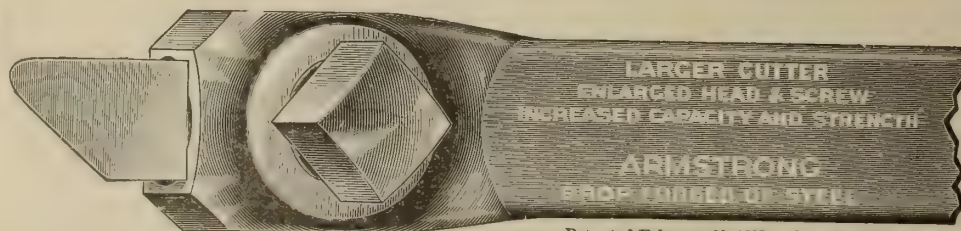
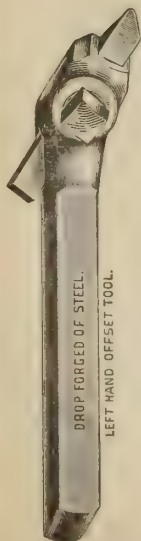
Also—Always Ready, Bull Dog, Engineers' and all other  
kinds of Wrenches.

For sale by all Jobbers and Dealers.

**THE WHITMAN & BARNES MANUFACTURING CO.**  
St. Catharines, Ontario.

**ARMSTRONG TOOL HOLDERS**

ARE IN A CLASS BY THEMSELVES.



Patented February 28, 1893, and patent applied for.

**GOLD  
MEDAL**  
HIGHEST AWARD

at  
Saint  
Louis

for Economy, Convenience, Orig-  
inality and General Excellence.

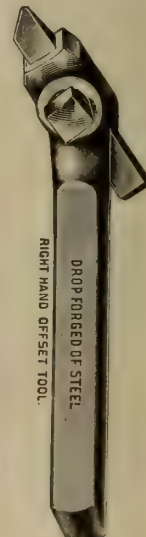


Patented May 28, 1901.

Write  
for  
Catalog.



Boring Tool. Patented March 12, 1895.



**Armstrong Bros. Tool Co., "THE TOOL  
HOLDER PEOPLE" 669 Austin Ave., Chicago, U.S.A.**

FOREIGN AGENTS—Chas. Churchill & Co., Ltd., London, Manchester, Birmingham, Glasgow. Schuchardt & Schutte, Berlin, Brussels, Vienna, St. Petersburg. G. Koeppen & Co., Moscow. C. S. Christensen, Christiania. Palmer & Co., Wellington, New Zealand. Societe de Produits Metallurgique, Nancy, France. J. W. Smith, City of Mexico.

IMITATIONS ARE UNSATISFACTORY—INFRINGEMENTS ARE UNLAWFUL.





**PURE MANILA ROPE,**  
**Highest Quality Made,**  
**BRITISH MANILA,**  
**SISAL ROPE,**  
**Pure Sisal,**  
**LATH YARN,**  
**BINDER TWINE**

New twine in flat packs of every description.

Lowest Prices and Highest Quality.

Wire, Write or 'Phone

**Canadian Cordage & Mfg. Co.**

Long Distance 'Phone 162.

LIMITED

**PETERBOROUGH, ONTARIO, CANADA.**

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.



**ONEIDA  
 COMMUNITY'S  
 WELDLESS  
 COW TIES.**

Illustration shows the

**NIAGARA WIRE LINK  
 OPEN RING TYPE**

Also made in CLOSED RING, THREE CHAIN  
 and DOMINION (or "Short") TYPES.

Oneida Community Cow Ties can be had of all the leading jobbers. We invite correspondence where any difficulty is experienced in obtaining our goods.

**ONEIDA COMMUNITY, Limited**  
**NIAGARA FALLS, ONT.**

**SADLER &  
 HAWORTH**

**Our  
 Standard**

Is a grade that is well known to all users of Leather Belting. It will give perfect satisfaction.

**"Crown Brand"  
 Lace Leather**

will always be found uniform both in quality and thickness. Guaranteed not to get hard.

Before buying ask for our prices and samples.

**LEATHER  
 BELTING**

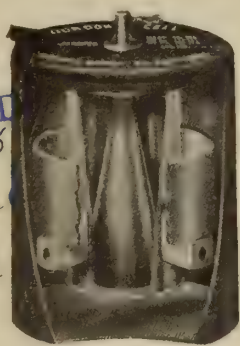
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 1906

Gold in  
 No. 100  
 All Books  
 Page 4

MONTREAL



by the Gordon Battery Company, of New York. Although practically a new firm, they promise to do a large trade



The Gordon Cells.

with users of automobiles and launches. The cell is so arranged that it will do all kinds of closed circuit work and is also equally efficient for open circuit. Some of its strong advantages are: an absence of noxious fumes and gases, simplicity of construction, the minimum expense of renewals, and low internal resistance. The accompanying illustration is a cut of their cell No. 4. This cell is incased in a steel enamelled jar, fitted with compressed fibre-covered ground to make a tight fit, and has a guaranteed capacity of 100 ampere hours. John Forman, of No. 708 Craig street, Montreal, is a Canadian agent for these cells.

#### A PIONEER CANADIAN RUBBER COMPANY.

OVER fifty years ago, on the banks of the St. Lawrence River, Montreal, in a very unpretentious building, the manufacture of rubber goods was started. The opportunities for getting business were very few, but the business grew year by year, keeping pace with the great and permanent expansion of the Dominion, and to-day on the same site stands one of the largest rubber factories in the world. Right from the outset, away back in those early years, the men behind the company had always in mind two or three salient features on which they considered business should be conducted. The principal of these were, "uniform high quality in the general product," and "absolutely fair and equitable dealing with the trade." This has been the key-note of the growth of the Canadian Rubber Company of Montreal, and to-day exactly the same principles are applied in all the company's transactions.

To-day the rubber footwear of this company, identified throughout Canada by the word "Canadian," is standard for quality and wear. It is quite a sight to go through the factories in Montreal, where all the rubber footwear

is manufactured. Some of the most expert operatives in rubber footwear, to be found on the American continent, are engaged, and the utmost attainments of science in the matter of machinery and other appliances are used to ensure perfection in the make-up of the goods.

The same remarks apply, in an equal degree, to the many lines of mechanical rubber goods manufactured by this company. In every department there are experts; men who have specialized in particular branches of the rubber industry, and the organization is so perfected that only specialists handle certain classes of rubber goods, so far as the manufacturing end is concerned.

At the present time the general factories of the Canadian Rubber Company of Montreal occupy twelve acres of floor space, and during the past two years over \$250,000 worth of new machinery



Mr. D. Lorne McGibbon,  
General Manager of The Canadian Rubber Co. of Montreal.

and modern appliances have been installed.

D. Lorne McGibbon, general manager of the company, whose photograph accompanies this article, is known throughout Canada for his keenness in industrial organization, and for the great capacity he has shown in handling large commercial enterprises. Previous to taking over the general managership of the Canadian Rubber Company, some two years ago, he was connected for some years with the Laurentide Paper Company at Grand Mere, which business he thoroughly reorganized and placed on a sound footing.

Mr. McGibbon visited the Maritime Provinces and the Canadian North-West some few weeks ago, and it is his rule to pay periodical visits to various parts of the Dominion, in order to keep in closest touch with the requirements of the rubber trade generally.

Mr. McGibbon is one of the leading members of the Canadian Manufacturers' Association, occupying an executive position in this body, and is also connected

with many of the most progressive industrial movements in Canada. He is a Canadian by birth, and has gathered around him in the Canadian Rubber Company an executive staff and organization of manufacturing experts, whose work is likely to further extend the connection of the company in the future as the company has grown in the past.

#### MR. KITTSON'S APPOINTMENT.

MR. C. M. KITTSON, the newly appointed Canadian Trade Commissioner for South Africa, was born in Montreal thirty years ago, and is the only son of G. R. W. Kittson, the oldest practising notary in Montreal.

Mr. Kittson commenced his business career some fifteen years ago with the firm of Gault Bros. & Co., but for the last seven years has been connected with the Lake of the Woods Milling Co. as their local manager in Toronto, and for the last three years as their representative in South Africa, where his energy and determination have resulted in gratifying success for his employers and Canada generally. The Government is to be congratulated upon having obtained the services of a gentleman so well fitted to fill the position with satisfactory results to Canadian manufacturers generally. Mr. Kittson, who is one of the best-known figures in commercial life between Cape Town and the Zambesi, sails from St. John, N.B., per S.S. Lake Champlain, on April 8.

His headquarters will be in Durban, Natal. Mr. Kittson is a Canadian who has unlimited faith in the future of his country, believing that ultimately Canada will be the paramount power of



Mr. Chas. M. Kittson,  
New Canadian Commercial Agent to South Africa.

the New World in arts, commerce and industry, and an object lesson to the rest of the world.





# The Montreal Rolling Mills Co.


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## A NEW LINE

It may not be generally known that we are now making a full line of **Bolts, Nuts, Rivets, Washers, and Coach Screws.**

In the manufacture of these lines we intend following the same methods which have proved so successful with other goods.

**Quality** we consider the essential factor.

Everything that bears our brand  we aim to make a little better than the "other fellow."

We've built up a big business on this basis, and it's growing.

Specify "M.R.M." when you order **Bolts.**

We have ample capacity to fill all orders promptly.



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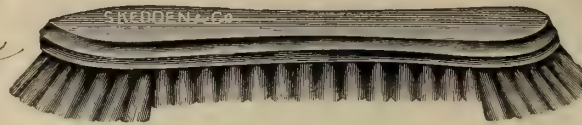
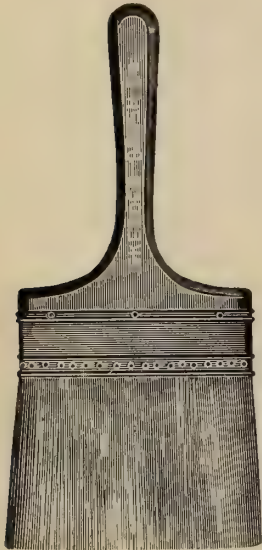
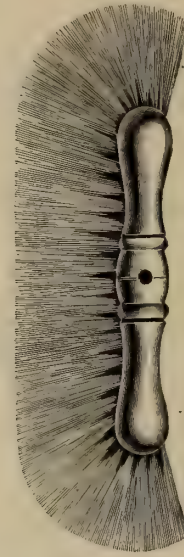
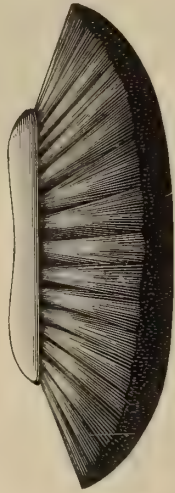
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# The Montreal Rolling Mills Co.



**"Stands for Quality"**





# SKEDDEN

Numbers of brushes are offered for sale and said to be just as good as Skedden's. If they were as good as Skedden's there would be no necessity of saying so.

## Skedden's Brushes

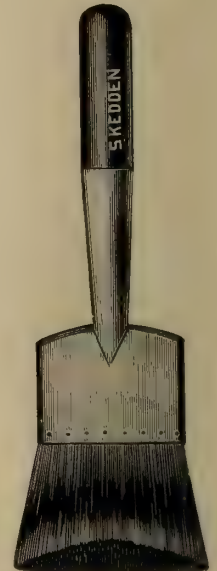
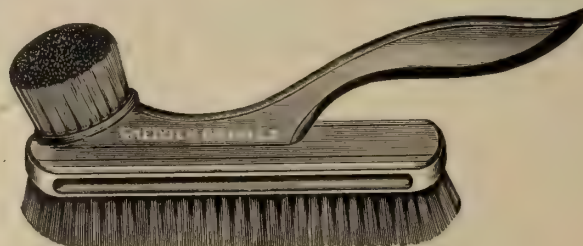
are made by the best brush workmen in the business. The principals of the company and the salesmen are all practical men. No brush bearing the name "Skedden" or "Skedden Brush Co." ever shames its makers.

SEND FOR OUR CATALOGUE AND PRICE LIST.

**Skedden Brush Co., Limited**  
**Hamilton**

Toronto Office—176 Victoria St.  
Phone Main 3358.

O. VICKERY,  
Agent.





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To Owner  
Cut Book 3

Page 21

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MAR 29 1905



## FINE PAINTS VARNISHES COLORS & SUNDRIES

ONCE a customer, always a customer—such is the hold we have on the distributing and consuming trade, due to the quality of our product, the courtesy of our treatment, and the progressiveness of our methods.

Write for our Catalogue for list of our specialties. We should like to have you as an agent.



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# STANDARD PAINT & VARNISH CO., LIMITED

## WINDSOR, ONT.





# ARK BRAND PAINT



## THE LABEL

shown above (the background in the original is yellow) stands for "good paint." ARK BRAND Paint has replaced many another brand solely on account of its quality. However, we do not depend upon quality alone to sell it. A "good paint" first, then our hearty, constant, intelligent assistance to our agents. An ARK BRAND Paint Agency is one worth having. Read this letter:

### TESTIMONIAL

MESSRS. THE FRANCIS-FROST CO., LIMITED,  
TORONTO.

BAYSVILLE, ONT.

DEAR SIRS,—After a fair trial of your "Ark" Brand Paints (as a practical painter), I take the opportunity to write you and give you my honest opinion on "Ark" Brand Paints. I have taken some trouble in testing the various brands of prepared paints, both Canadian and American, and I have no hesitation in saying that "Ark" Brand have proved the most satisfactory of any; and I consider them the very best paints for any outside work on the market to-day. As for your celebrated floor paints, I can sell more of your brand and give better satisfaction than any other kind I have tried.

Yours respectfully,

J. D. SMITH,

Painter and Decorator.

## MURESCO

—a wall finish, and a wall decoration. For the entire wall, frescoing, and relief work. An article of superior worth, heavily advertised and profitable. We are sole Canadian Agents. Send for MURESCO literature.

**GRIPPIN'S CRACK FILLER** —ideal for floors. Send for circular.

Write us for literature, which tells more about ARK BRAND Paint, and our other specialties.



**The Francis-Frost Co. Limited**  
TORONTO, ONT.



# PAINT, OIL AND BRUSH TRADES

## PRODUCTION AND USE OF GRAPHITE.

By G. C. Bateman.

GRAPHITE was produced in Canada as early as 1846, but as yet the industry has not attained a degree of importance commensurate with the size of its deposits. This is due in part to the difficulty experienced in concentrating the mineral, also to the competition with the Ceylon variety, which is obtained in a very pure form, but largely is it caused by the great variations in the purity of the commercial product.

Till within the last few years, almost the total amount of graphite consumed in the United States has been imported from Ceylon. The increasing scarcity and high prices, however, caused the opening up and development of the American and Canadian deposits, and the manufacturers soon found that the quality of the graphite did not depend so much upon its geographical location as upon its physical purity. This caused an increased demand for the American product, and, though no important new fields have been opened up, much greater attention is being paid to the development and exploration of the known deposits. As yet, however, the bulk of the pure grades of graphite continues to be received from Ceylon, which furnishes about eighty per cent. of the amount consumed in the United States.

The mineral is sometimes found in nature in flat hexagonal crystals, but, generally, it occurs in massive foliated scaly or compact forms. It is grayish-black in color, with an almost metallic lustre, and has black shining streaks. It is composed chiefly of carbon, but usually contains more or less aluminum, silica iron, and lime, apparently as mechanical mixtures rather than as chemical combinations.

Graphite is always found in the older metamorphosed regions, usually with limestone or gneiss of Laurentian age. In the McConnell property on the Rideau Lakes, the mineral appeared in limestone and ultimately associated with granite, which has, no doubt, exerted an influence on it. In the other two working properties in Ontario, the bounding rock, as well as the intermixed gangue of the ore, is crystalline limestone.

Generally, the ore consists of flake graphite, thickly disseminated in the limestone. The Black Donald Mine of

Frontenac County is the only deposit known in Ontario where the flake and amorphous graphite occurs intimately associated. In this mine the main vein is from 7 to 22 feet wide, and averages about fourteen feet of clean ore. The wall rock, however, contains flake graphite so thickly disseminated as to give a width of forty feet of workable ore.

Graphite is sometimes found that is of organic origin. When such is the case it is a further stage in the production of coal. A good example of this is to be seen in the graphite anthracite of Rhode Island, where the increased heat and pressure has driven off the volatile matter from part of the coal leaving behind the carbon in the form of graphite.

Most of graphite is the result of heated waters and vapors acting on rocks within the earth's crust, and the carbon is probably derived from the distillation of oils and from the hydro-carbon of volcanic emanations.

At Ticonderoga, N.Y., where the principal deposit of the United States appears, the graphite is supposed to have reached the fissure as some volatile or liquid hydro-carbon, while that found near Travancore, Ceylon, which occurs in a large fissure vein in Laurentian gneiss, probably originated from the reduction of carbonated vapors.

The continued high price of graphite has led some manufacturers to substitute artificial for the natural product. This has proved quite a serious competitor, but the great advances made in iron and steel work, the use of copper and its alloys, the development of electrical machinery requiring graphitized products, and the increased need for special lubricants, has kept up the demand for the natural material.

There are two kinds of artificial graphite manufactured in the electric furnace, graphitized electrodes and artificial graphite. In the former, the ordinary electrode is composed of a mixture of petroleum, coke-pitch and some carbide-forming material, as silica or iron oxide. This is submitted to the heat of the electric furnace, and the whole is graphitized, forming a product having special properties. In the production of artificial graphite proper, anthracite coal is heated in electric furnaces and the impurities eliminated.

Pure graphite possesses very high electric conductivity, has great resistance to chemical action, and has not the property of occluding gases, which is possessed more or less by all forms of amorphous carbons.

The consumption of crystalline graphite in the arts is distributed as follows: crucibles, 35 per cent; stove polish, 18 per cent.; foundry facings, 10 per cent.; paint, 8 per cent., and all others, 10 per cent.

The manufacture of crucibles calls for a very high grade of material. The high refractory qualities and resistance to decomposition by heat render it peculiarly adapted for this class of work.

The need for special lubricants has led to the use of graphite, but the difficulty of getting the mineral pure enough for this purpose has so far limited its use.

One of the most common forms in which we see graphite is that of the ordinary lead pencil. The lead is formed by mixing clay with a pure variety of graphite and baking the mixture to the desired hardness. The finest graphite for this manufacture comes from Irkutsk, Siberia.

In the last few years, the great advance made in the use of steel for all structural purposes has led to the evolution of many kinds of paints to prevent corrosion. Graphite paints are rapidly replacing all others for this class of work. They resist the action of moisture and of acids and are not affected by heat, thus making a very valuable preservative for steel, which is so readily corroded.

It is particularly useful in this respect for mines which use steel instead of timbers, as the water is usually much more acidic and has greater corroding power than in any other place.

Foundries also consume large quantities of graphite, for there it is used as a facing, thus giving a smooth, clean surface to the castings. There are also many minor uses, such as blacklead, etc.

The problem of treating graphic-bearing rocks is one that presents many difficulties. The difference between the specific gravities of the mineral and the gangue is very slight, only about 6, and, thus it is very hard to effect a separation.

Besides the ordinary methods of concentration, which will be described later, there are two new methods worthy of attention. One is the treat-



ment of the ore by petroleum vapors, which are absorbed by the graphite, thus permitting it to be rapidly removed by flotation from the gangue; and the other is the heating of the ground product before separation, whereby the graphite is more easily floated off upon the water, while the gangue is carried along the bottom of the flowing stream.

So far, in Ontario, separation has been carried on along two lines, dry and wet concentration.

The first property to produce graphite in the province was the McConnell mine at Oliver's Ferry. Here the graphite appears disseminated as flake in the limestone. The ore was treated by crushing in an ordinary stamp battery, screening and running the product into large tanks. The material was well stirred and then the water, which carried a good deal of graphite, was run off through an opening in one corner of the tank. After a short time, however, this property was abandoned, and it is only

County is another important graphite producer, and is unique in the fact that it is the only one in Ontario producing amorphous graphite. Within the last few years a new plant has been built, with a capacity of 15 tons crude ore per 10 hours, flake graphite for crucible-making being the leading product. The ore is crushed by a flake crusher and afterwards stamped in a 10-stamp battery. The crushed material is then treated in puddles 16 feet in diameter and 2½ feet deep. From these, the concentrated product is conveyed to a drier and then elevated by elevators to bins in the top of the building, after which it is sized in a series of turnwells. The sized flake graphite is then polished in ordinary millstones, producing their commercial flakes.

One of the chief considerations in the production of flake graphite for crucible-making is its purity. This is absolutely essential, as the presence of impurities, which form compounds sometimes easily

ings, as it has not yet proven capable of being cleanly separated from the flake. As this percentage of flake seems to be higher where this mineral occurs, it is seen that a large amount of the most valuable product has been practically wasted, due to the inability to effect a separation of the graphite and chlorite. At Ticonderoga, N.Y., the same difficulty was also experienced. Merrill, in his "New Metallic Minerals," speaking of this deposit, says: "Mica, owing to its scaly form, cannot be separated in this manner, and hence micaceous ores of this mineral are of little or no value."

The writer, after a number of experiments along different lines, decided to try and effect a magnetic separation of the two, and the results obtained were highly successful. It might be stated that the machine used, a small Wetherell separator of the cross-belt type, was not intended to treat material of very slight magnetic permeability, and the results were not such as might be obtained from one of the newer types of machines. Several pieces of ore were selected in which the chlorite was plainly visible. These were ground up and then further reduced on the bucking board, as the action was most like that of the millstones which are used in the commercial production of the mineral. The reduction was accompanied by screening, until all the material, except the large flake, had passed through a 60-mesh screen. A portion of the flake was treated in the magnet and gave the following results by weight:

Magnetic material ..... 53.03 per cent.

Non-Magnetic material 46.97 per cent.

An assay of the material before separation gave carbon contents 7 per cent., and after concentration the following was obtained:

Magnetic portion carbon, 53 per cent.

Non-Magnetic " 87 per cent.

This product, running 87 per cent., was then ground on the bucking board, screened and again treated by the magnet, and the final result gave 95 per cent. carbon.

The magnetic product, running 53 per cent., could then be used as a product for foundry facings as the chlorite is not detrimental when used for this purpose.

One of the most valuable products manufactured by this company is their 44-grade flake, which is used for crucible-making. This product is supposed to contain 93 per cent. carbon, but numerous assays of the sample showed it to contain only 85 per cent. of carbon. This large difference in its purity could only be explained by the presence of chlorite. Samples of the different grades, 44, 55, 66, were taken, and the greatest difference between the supposed and



The Standard Paint Co.'s Works at Windsor, Ont.

within the last few years that the owner—Mr. McConnell—again started operations. Before commencing work on the property, it was thoroughly prospected with a diamond drill. A number of graphite-bearing zones of varying widths were cut by the drill, which gave good promise of a large body of workable graphite. A mill has been erected a short distance from the mine on the River Tay, with a capacity of about 15 tons of crude material per day. The ore is crushed to about one inch in a dodge crusher, and then passes over an ordinary stoping-floor drier to a smaller crusher, and from there passed to numerous revolving screens. It is further crushed in two sets of rolls and the products separated by pneumatic jigs. The flake is ground and polished in millstones and then puddled for further purification. The resulting products are then dried in a revolving cylindrical drier and sized ready for shipments.

The Black Donald Mine in Renfrew

County is another important graphite producer, and is unique in the fact that it is the only one in Ontario producing amorphous graphite. Within the last few years a new plant has been built, with a capacity of 15 tons crude ore per 10 hours, flake graphite for crucible-making being the leading product. The ore is crushed by a flake crusher and afterwards stamped in a 10-stamp battery. The crushed material is then treated in puddles 16 feet in diameter and 2½ feet deep. From these, the concentrated product is conveyed to a drier and then elevated by elevators to bins in the top of the building, after which it is sized in a series of turnwells. The sized flake graphite is then polished in ordinary millstones, producing their commercial flakes.

One of the chief considerations in the production of flake graphite for crucible-making is its purity. This is absolutely essential, as the presence of impurities, which form compounds sometimes easily fusible, is deleterious to the life of the crucible and dangerous from the loss of gold which is liable to occur in using an inferior graphite. In the Black Donald, the worst impurity and that most difficult to separate, is chlorite. This is a silicate of aluminium, with ferror iron and magnesium, and is commonly called mica, from its resemblance and frequent association with that mineral; it appears in the form of thin, greenish scales, disseminated in the graphite, and up to the present no method has been devised for successfully separating it. In this mine, it appears in localized areas, from which it can be sorted out, but experiments that the writer carried out tend to prove its existence in a greater or less degree than the whole of the ore body. The Bureau of Mines' report for 1902, in speaking of chlorite, says that any graphite contaminated with this chlorite is sorted out for shipment without treatment, as a product for foundry fac-

RETURNED  
MAR 29 1905  
To Owner  
Cut Book 32  
Page 21

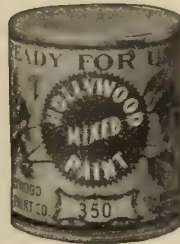


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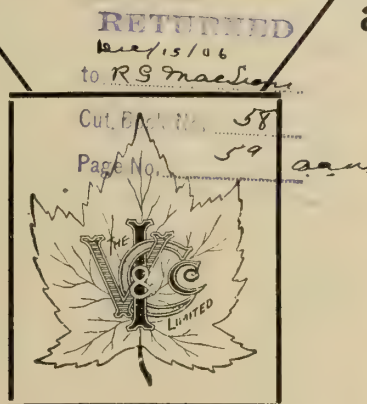
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because it  
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**THE IMPERIAL VARNISH & COLOR CO., Limited**  
TORONTO

WE PUT UP OUR GOODS TO CATCH TRADE

AND MAKE THE QUALITY TO HOLD IT

**THEY WEAR ON THE JOB, NOT OFF IT**



## "Another Announcement"

In the March 11th issue of **HARDWARE AND METAL** our Montreal House advised of their having opened a Branch in Winnipeg.

We now beg to announce that we have recently purchased the Paint Department of the Jas. Robertson Co., Limited, St. John, N.B., where we will manufacture certain of our goods, which can to better advantage be prepared there for New Brunswick trade, making St. John the centre of our operations for that Province.

This will enable us to give more prompt delivery of orders throughout both Provinces, as of late we have been taxed to our extremity in handling all Maritime business from Halifax.

We take this opportunity of calling attention to the superior quality of our Anchor and English brands of Liquid Paint, which occupy a unique position among the different brands on the Canadian market. They stand **alone at the top**, unrivalled for covering power, permanency of color and wearing qualities. The only white lead used in their manufacture is the best the world produces—**BRANDRAM'S B.B. GENUINE**—the standard for 187 years.

Our Mr. Ellis will continue to represent us in Nova Scotia and Prince Edward Island, assisted by Mr. M. C. McRobbie in New Brunswick, as at present, and orders given to any of our representatives or sent direct, will have our careful and prompt attention, whether they be sent to

**HENDERSON & POTTS, Limited**

HALIFAX or ST. JOHN

**HENDERSON & POTTS CO., LIMITED**

MONTREAL or WINNIPEG

actual percentage of carbon in these was found to be in the 44-grade. This is probably due to the fact that the chlorite has greater resistance to grinding action than the graphite, and hence remains with the larger flake. A sample was taken which, before treatment, assayed 85 per cent. carbon. This was treated by the magnet, and an assay of the non-magnetic portion gave a value of 97.5 per cent., and an assay on another trial gave 98 per cent. carbon.

On another experiment on the same product the following results by weight were obtained:

Non-Magnetic ..... 90 per cent.  
Magnetic portion ..... 10 per cent.

In connection with this, it occurred to the writer that a separation of the flake from the amorphous might also be effected by the magnet. Graphite in three degrees of fineness was experimented with 60, 80 and 100-mesh, i.e., all the products except the large flake passed three screens of those sizes. The 60 and 80 mesh material did not give good results; this was probably due to the fact that the machine was not of sufficient strength to lift the larger particles. The 100-mesh material gave the best results, but the difficulty of treating a product of such fine mesh must be considered. In a sample of this material, after treatment, the results by weight were:

Magnetic product ..... 61 per cent.  
Non-Magnetic product. 39 per cent.

The different products were then passed through a 60-mesh screen and the flake saved. That from the magnetic part which was 77 per cent. of original amount taken, assayed 50 per cent., and the flake from the non-magnetic part which was 1.3 per cent. of the original, gave 87 per cent. carbon. This latter was again treated on the bucking board and screened, giving a final product containing 96.5 per cent. carbon. Some of the puddled ore was then taken as ground so that the material went through a 100-mesh screen, the flake, which had been screened off, was mixed with it, so that the mixture was identical with the product that would be obtained by simply grinding without screening. An assay of this sample before treatment showed it to contain 67.2 per cent. carbon. It was then treated by the magnet and the following results were obtained:

Non-Magnetic carbon... 74.5 per cent.  
Magnetic carbon ..... 57.6 per cent.

In comparison with this, some pieces of the mineral containing much chlorite were taken and treated the same as the previous samples.

An assay of the mixture before treatment showed 68 per cent carbon; a

separation was then effected, and a non-magnetic portion of 76 per cent. carbon, and a magnetic portion of 62.8 per cent. carbon, were obtained. It is seen that two samples, one a purified puddle product, and the other a very impure, crude product, were similarly treated, non-magnetic products differing only by 1½ per cent. carbon. This value of 76 per cent. carbon may seem small compared to the results previously obtained, but it must be taken into account that the sample assaying 70 per cent. consisted of the whole of the non-magnetic material made up of the different sizes of flake, some of which ran as low as 76.5 per cent. carbon.

The following is the method of analysis used: 5 grams of the substance was weighed into a platinum crucible. This was heated by a blast for about three hours. For the first thirty minutes the crucible stood upright with the corner off, and after that it was inclined, and the corner placed against it to give a draft.

Too high a heat was found to be detrimental, as it fused the ash which enclosed some particles of carbon, thus shutting them off from the oxidizing action of the air. The high heat was also found to be much harder on the crucible, the percentage of loss being much greater with the higher temperatures. A bright cherry heat gave the best satisfaction, and when this was used, the crucible lost only about 1 milligram in two determinations. When the carbon was all reduced the crucible and contents were cooled and weighed. The crucible was then cleaned and weighed, and between the two results giving the percentage of ash from which the percentage of carbon was found.

This method gave good satisfaction, the results never differing more than a half of 1 per cent.

### Windsor's Paint and Varnish Industry.

**R**EADERS of Hardware and Metal need no introduction to the Standard Paint & Varnish Co., Windsor. This enterprising firm's products are to-day known from coast to coast, and the growing demand for them is the best testimony to their merits.

This important industry was started in Windsor in 1891, as a branch of the Acme White Lead and Color Works, Detroit. In 1898, it was taken over by some Windsor capitalists and organized anew, under the name of the Standard Paint & Varnish Co. The business grew rapidly, largely owing to the capable and energetic management of Mr. Jas. A. Straith, one of Windsor's best-known and most respected citizens. Latterly it became increasingly evident that if the company were to keep pace with



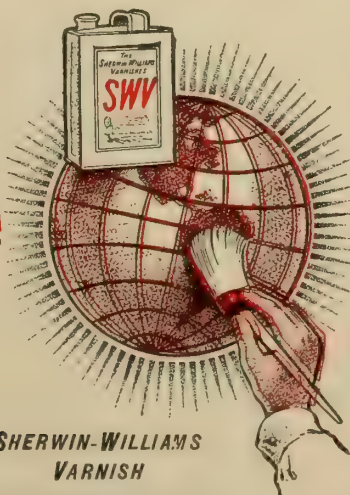


*The 1905 Sherwin-Williams Agency Proposition* beats them all. Never before have we had the business getting power behind our goods that we have this year. You must know what this means. *It means a business opportunity unequalled today, we believe, by any manufacturing firm in any line of business.* We have just issued a new 40 page "B-13" booklet, describing in detail *The Sherwin-Williams Methods.* Write for it today. It places you under no obligation to buy, and it will give you a chance to distance competition in the paint business of your locality.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.  
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.



**SHERWIN-WILLIAMS**  
**VARNISH**  
BRIGHTENS THE EARTH



the rapid expansion of the business, it would be necessary to provide more commodious buildings and a larger plant. Accordingly, they commenced last Spring the erection of a splendid new factory on the outskirts of the city, close to the C.P.R. track, and moved into it in the Fall. The new works cover an area of five acres, and are in every respect up to date. The main building, part of which is three storeys high, is 299 by 70. At the north end of this are the engine and boiler rooms, 60 by 60. In addition, there are the varnish-melting house and large warehouses for the storing of raw material, also the company's offices. The buildings are all of brick, with solid concrete floors and metallic doors, and the construction is of the most approved fire-proof pattern.

The company are exceedingly gratified with the way in which the trade have

selves are overcoming their prejudice against the prepared article, and are buying mixed paints in greater quantities than in the past.

The poor quality of mixed paints of a decade ago caused painters to develop a dislike to ready-mixed paints, but the article manufactured by the leading houses to-day gives no cause for complaint. It will take some time to educate the painters to the fact that it is more economical to buy mixed paints than dry colors, there being no waste in the sediment, as is usually the case when the painter does his own mixing. It is probable that some of the "it always was and it always will be" type of "stick in the mud" painters will never see the point, but an increasing number show their progressiveness by purchasing the high-class mixed paints. By so doing they find no difficulty in matching the color if the supply of paint runs out before a job is completed.

The time is coming when practically all paint used will be ready-mixed, and

loadstone for any merchant to carry.

Dealers, generally, report that the outlook for 1905 is exceptionally good, the business already done having been greatly in excess of the same period last year.

#### How a Paint Firm Was Built Up.

IN the history of Canadian commerce one will learn of the rise to large responsibilities and wide respect of many sturdy young lads who in the sixties or seventies left their home in the "Mother Country" to win their way in Canada, the most progressive of the colonies.

Such a record is furnished in the career of Jos. R. Henderson, of Henderson & Potts, paint manufacturers, Halifax, Montreal and Winnipeg.

Mr. Henderson came in his youth to Nova Scotia with the intention of learning farming, but the life proved distasteful to him and a few years later he entered the services of the Dolphin Mfg. Co., who were a branch of a New York house, and had a fairly large connection in the Maritime Provinces. This firm, when the Canadian duties were increased, started to manufacture paints and white leads at Five Islands, N. S.

Here Mr. Henderson, with that persistent study and careful attention to details which is characteristic of a large class of Englishmen, became thoroughly versed with the practical work of paint and white lead manufacturing.

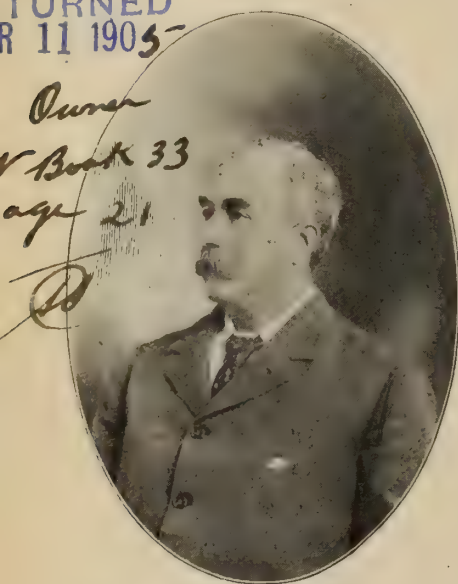
In 1874 the firm of Henderson & Potts was organized to take over the Dolphin plant, the junior partner being a relative who demonstrated his faith in Mr. Henderson's judgment by placing his capital in the investment. The plant at first was very small, like scores of plants that have started at various times and in sundry places in Canada, but this firm had back of it persistency, aggressiveness and accurate knowledge, so from the start it slowly but steadily increased in power and influence, until it was deemed wise to move into larger premises at Halifax.

Moving to this centre gave renewed vigor and energy to the firm, and they continued to extend the field of operations until nine years ago they found it advisable to establish a warehouse at Montreal, which was six years later enlarged to include a manufacturing plant. This year another step forward was taken by the establishment of a warehouse in Winnipeg, giving the firm an exceptionally strong position in the paint trade.

There is much in such careers to encourage the young man of the present day. "Canada still offers good opportunities to the steady, persevering young man," said Mr. Henderson. "Those who are serious and thoughtful, who

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Owner  
Book 33  
page 21



J. R. Henderson,  
of Henderson & Potts, Montreal.

signified their approval of New Era House Paint and the other lines of enamels, stains, finishes and varnishes manufactured by them, and with the greater facilities now at their command, will be able to execute all orders with the utmost dispatch.

#### Mixed Paints More Popular.

THE increasing popularity of mixed paints, as compared with dry colors, is evidenced by the wonderful development of the paint industry during the past ten years. A decade ago only about 25 per cent. of the paint used was prepared in the factory, while to-day the percentage is nearly 75. The growing use of paints by the farmers and general public accounts for some of this increase, but a large percentage is due to the fact that the painters them-

### ONE CENT

*Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.*

the hardware dealer who is not pushing this line is missing a golden opportunity. Paint is a splendid side line, and it brings many dollars' worth of business in the way of builders' hardware, etc., to the hardware store. The system many paint manufacturers have, also, of sending out circulars and printed matter to lists of names supplied by the local dealer, is very valuable in advertising the business of the merchant, as most of the circulars give the address of the local merchant.

A popular line is the semi-mixed paint in paste form, which, when guaranteed by the dealers to be pure lead and zinc, should be accepted by all painters as a high-class article; by keeping this line in stock the painter can, with a small assortment of dry colors and oil, partially mix his own paints and thus become accustomed to use the prepared article.

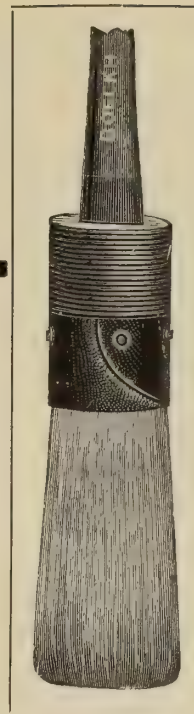
The cheap class of paints are being crowded out, as people are now willing to pay a fair price for a guaranteed article. Hardware men who have bought cheap lines are finding out that it does not pay, as a dissatisfied customer is a



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If you sell Brushes, we want you to know the advantages of selling the Superior Canadian Manufactured Brushes such as Boeckh's as compared with the disadvantages of handling the inferior imported article.

Bristles are imported by the Canadian manufacturer in the raw or unmanufactured state, and are therefore not dutiable, whereas a duty of 25 per cent. is levied on the Imported Brush, including the bristles, labor, etc. To overcome this extra cost so as to be able to sell at all, the Foreigner is obliged to resort to the practice of skimping quality, and does so in such a manner that the appearance of the Brush is not affected. It is in the using that the defects very forcibly impress the consumer of their uselessness as a tool. Selling such an article is sure to re-act against the dealer. How much better it is to handle a reliable line like



# BOECKH'S BRUSHES

## "The Standard Goods of Canada"

They have given satisfaction for over half a century and are always precisely as represented, and are guaranteed in every particular and cost no more than the "flimsy foreigner."

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is applied in the same manner as any other hard wall plaster, on wood, metal, or wire lathing, and on brick or terra cotta walls. Owing to its lightness and easy-working qualities, and the speed with which it can be put on, it appeals to the plasterer.

One of the most important ingredients of this plaster is Wood Fibre. This gives the plaster lightness, flexibility and toughness, while the other ingredients make the plaster hard and smooth; the whole making a wall that is a non-conductor of sound, electricity, heat and cold, so compact and tight as to be absolutely germ and vermin proof—a wall not damaged by water, and one practically fire-proof.

As a Coal Saver in Winter, and Excluder of Heat in Summer, it is bound to interest Builders.

GRANITE WOOD FIBRE PLASTER needs only to be tried to be appreciated.

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**G. F. STEPHENS  
& CO., Limited**  
**WINNIPEG,  
CANADA.**

are willing to take advantage of the chances they get should do even better in Canada than the successful men who started a generation ago have done."

## Turpentine.

By William H. Evans.

**T**URPENTINE, one of the most familiar articles known to the paint and oil trade, is described in the dictionary as a "transparent resinous substance flowing from the pine, fir and other trees."

From the earliest times, under high-sounding names such as, in Latin, Pistacia Terebinthus it has been known and highly prized for its medicinal virtues. We will pass over the several products of turpentine produced from coniferous trees in Europe and elsewhere, and speak of the common oil of turpentine, which



Wm. H. Evans.

is distilled from the crude turpentine obtained from the pine trees of North and South Carolina, Georgia, Alabama, and Florida, in a wide and irregular section known as the "Sandy Belt." This, then, is the article which comes to us in Canada in barrels and in tanked cars, either direct from the producing or storing stations, or by way of Savannah, Wilmington, Charleston, or Jacksonville by water to New York, thence to the interior.

In the arts, it is chiefly used as a solvent of gum in making varnish, as a medium or vehicle for mixing paints, especially in what is known as "flat colors," and as a "drier."

Immense quantities are imported into Canada from the United States, and it is one of the items on the commercial list upon which we are forced to buy

from, pay spot cash for, and swell the coffers of Uncle Sam. True, benzine has proved a powerful opposition, and, to some extent a substitute, but the use of benzine has its limitations, and so necessary has Canada found it to have turpentine, that, at the time of the American war, the article was such a scarce commodity that two to three dollars per gallon was demanded for it. (Indeed, the writer knows of one instance in Ontario where five dollars per gallon for "turps" was paid in war-time.)

The turpentine stills of South Carolina are rough and crude establishments with very little money spent upon them, as the "outfit" is liable to be moved and the ramshackle buildings and sheds abandoned should the turpentine "farm," as it is called, become exhausted, entailing a "trek" to a new virgin forest of the noble and stately pine tree.

The scene is, if crude and rough, nevertheless picturesque, and it is very interesting to watch the "darkeys" at their work, and happy is the northerner who will fill his pockets with good strong black and inexpensive "Key Westers" of the "Terra del Fuma" or "Cabbagio" brand and go amongst them dispensing a cigar here and a joke there.

We are in the "piney woods" of the South in Spring time. Wild flowers, creepers, and trailers are all around us and sweet violets peep out forcing themselves through the earth's thin covering of cones and pine-needles. Numerous birds are about upon their great Spring migration from Florida, and the Gulf coast to the north, and, in the cool of the evenings, the nightingale carols most deliciously. Dwarf oaks are here and there, but the gigantic pines, swaying majestically, seem to dominate all vegetation, as much as to say: "This is our territory, and we will absorb all the sunlight."

Unfortunately, in the neighborhood of the "still," most of the pines are, alas, marred by the ruthless hand of man to satisfy the craving for turpentine. They have been "tapped," not like "tapping" for maple sugar with a "spile," but what is called a "gash" cut into the tree, making a hole which will hold about a quart of liquid. Into this hole, or "box," the crude (oleo-resin) turpentine drips while the warm sun shines. A coal-black darkey comes along. We will call him Jake. Jake has a mule team with a big hogshead slung on his rough, creaky wagon. Jake carries a dipper, and ladles the resinous semi-liquid mass into the said hogshead. Having emptied the "box," he passes on to the next tree and so on, allowing several days to intervene before returning to the same trees from which he has been collecting



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toll or sustenance, as it were. His hogshead filled, Jake straddles one of the mules and returns to the "still" with his load, where the distillation occurs. The water is evaporated from the semi-fluid, the turpentine runs into the receptacle provided for it, the residue, well known as resin, is gathered and taken care of, and shipments are made by hauling with mule teams to the nearest shipping point. Without "cuts" it is, of course, difficult to give a clear description of the process of "manufacturing" the turpentine for the market, but the procedure is extremely simple, and I have endeavored to give it by following the injunction which is now given to most after-dinner speakers; when they are asked to propose a toast, a card

his range of vision was limited, and he quickly answered, "Sawdust and sand!" The air is heavily and agreeably charged with the rich balsamic odor of the pine woods, which is nature's own remedy for coughs and colds, at least this is what a visiting doctor from Boston told me the day I was visiting the "still." This doctor was forever talking about "proteids, farinaceous and nitrogenous foods" and their properties. Strolling along the winding sandy road, we met "Neb" (short for Nebuchadnezzar), the colored supply porter for the boarding house. Neb. was resting his mule at the foot of a short hill and gave us a most profound bow, apparently very anxious to have a "confab wid de gemmen f'om de no'th." The doctor evidently thought

sently, answered with a broad grin:

"Golly, Boss, you may have sta'ch, ca'bones and sugah, but you am sho't of one 'stituent."

"Which?" queried the Bostonian.

"CHICKEN. Get up 'Lige, g'long."

"Elijah" was the mule.

#### Vaporized Petroleum Incandescent Lamp.

A NEW form of incandescent lamp, in which vaporized petroleum spirit is used, has been devised. The principle of the invention is a petroleum spirit vessel placed at a higher level than the burner. From this vessel the gasoline gravitates through a tube to a control valve, which regulates the flow of the volatile liquid into a generator, where it is vaporized through being heated by a separate flame. The gas then passes through a needle valve, receives its correct proportion of air, and is then ignited in a burner fitted with an ordinary incandescent mantle. An intense light is produced. To start the lamp, the vaporizer has to be heated, and this is accomplished by the ignition of a little methylated spirit poured over asbestos contained in a tray placed below the needle valve. The petroleum consumption of the lamp with the maximum light is very economical, one quart of spirit being sufficient to give a light of 150 candle-power for sixteen hours. Though the inherent dangers attending the use of petroleum are by no means obviated in this device, it constitutes an excellent lamp for outdoor use.

#### Painting Cement Walls.

NO doubt all master painters have experienced a great deal of trouble in the painting of walls plastered with cement, such as fronts of houses, window caps, sills and other ornamental cement work, of all kinds," said Thomas Gwilliam, in an address before the Master Painters at Milwaukee.

"We are often called upon to paint this class of work. There is in cement a considerable amount of alkali, which has to be counteracted before any paint is applied to the surface, also it is very essential that all work should be thoroughly dry before painting. I would prefer that the cement should stand at least six weeks to two months before painting. Cement acts on the paint by eating through and softening the paint and turning it into a very gummy substance first, so that if a good heavy rainstorm should beat against it, it would be washed off in a great many places. The brand of cement I allude to in particular is Portland cement, as that contains less of the alkali than any other brand. In the first place, I take



An Attractive Paint Display.—Rice Lewis & Son, Toronto.

is handed to them bearing the gentle hint:

"BE BRIEF."

It should be explained, that when the resinous matter seems to be slow in exuding into the "box" of the tree, the collecting teamster is followed by another son of the Congo regions, who gives the cutting a fresh scraping. Eventually, the trees have yielded all that they are capable of giving. The farm or district has then to be abandoned and fresh territory must be found.

In the sandy pine districts, one will occasionally come across a small saw mill cutting Georgia pine for home consumption or shipment. It is said that in one of the local schools a scholar was asked, "What is the earth made of?" Having been "raised" near the lumber mill,

"here is my chance." Addressing the Ethiopian, he exclaimed:

"My colored friend, what have you in this bag?"

Neb.—"Hominy, sah."

Doctor—"Ah, bacon—carbon. And in here?"

Neb.—"Bacon."

Doctor—"An, bacon—carbon. And in this bag?"

Neb.—"Sweet potatoes."

Doctor—"Indeed? Sweet potatoes—sugar. Now, Nebuchadnezzar, do you know that you have in that one mule-load, starch, carbon and sugar, the three great constituents and elements to build up the human frame and maintain life? A happy combination beautifully blended."

Neb was thunderstruck for a moment at this outburst of eloquence, but, pre-



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# JEWEL BRAND PAINTS JEWEL BRAND

An excellent brand of prepared mixed paint, ready for the brush. Suitable for use on either inside or outside work. They are finely ground in pure linseed oil and tinted in the many new and very attractive shades. These goods are made from materials which years of experience have convinced us will give good satisfaction, and are offered to the trade as a decidedly popular paint.



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Color Cards  
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## ENAMELIT

A superior enamel paint for interior decoration, put up in all popular-sized packages. They dry quickly with a high gloss, and possess enough elasticity to prevent cracking or chipping.

## PAINTS

**OF ALL KINDS**  
**Barn Paint**  
**Shingle Stains**  
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**Wood Filler**  
**Enamels**  
**Buggy Paints**  
**ETC.**

## ADAMANTINE FLOOR PAINT

The most reliable goods for the purpose in the market. They will dry overnight and will harden with age. While they are suggested as floor paint, their use is not confined to floors alone, as they make a handsome finish for wainscoting, stairs, etc.

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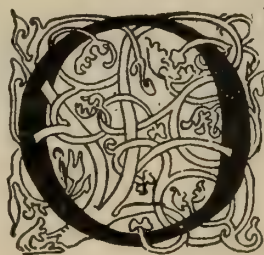
# Painters' Supplies

Sheet Glass  
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Plate Glass  
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Turpentine  
Varnishes  
Japan Colors  
Colors Ground in Oil  
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White Leads

Fine Brushes  
Chamois Skins  
Gold Leaf  
Bronze Powders  
Beeswax  
Prepared Wax  
Mortar Stains  
Alum  
Gums  
Pine Tar  
Pitch and Coal Tar

Chalk and China Clay  
Whiting  
Graphite  
Alkali  
Glaziers' Diamonds  
Painters' Cutlery, etc.  
Rubbing Felt  
Methylated Spirit  
Alabastine  
Jellstone

Bug Killer  
Sulph. of Copper  
Borax  
Glue  
Emery  
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Putty  
Rotten Stone



OUR ability to supply all lines in connection with our business promptly and satisfactorily needs no extended statement. Our long history coupled with our reputation for reliable paints and kindred lines is known to the entire trade. We solicit your business in

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Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind.  
Far ahead of ordinary door springs, pneumatic or  
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The Consolidated Plate Glass Co., of Canada, Limited

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## The Position of the Buyer

in any establishment is unique in that he has to be *shrewd*,  
*cautious*, and *wide-awake*.

*Shrewd* about buying goods that have an established reputa-  
tion for *merit*. To stock with anything else is at the risk of  
making customers dissatisfied, if not losing them altogether.  
*Cautious* to buy as much as trade demands and yet being careful  
to not overstock to any great extent. *Wide awake* to the  
wants of his trade in any particular line and to have *all stock in*  
*store, in season.* **CHURCH'S COLD WATER**

## ALABASTINE

for the walls of any building is in demand the year round, but more  
especially in the Springtime. This reminder costs money. If it  
*wakes up the buyer*, whose stock of Wall Coating is not  
complete, it will have performed its mission.

Have you a complete assortment of all shades in **ALABASTINE**?  
If not, *order now* and get with the goods full line of Advertising  
matter.

The Alabastine Co., Limited, Paris, Ont.



## "Island City"

## HOUSE AND FLOOR PAINTS

Dry in Eight Hours

P. D. DODS & Co., Montreal  Toronto  Vancouver



about half a bushel of alum lime to twenty-five gallons of water, and thoroughly slack the lime; when cold, add six gallons of the best cider vinegar and about five pounds of English venetian red; strain through a fine strainer, use it about the consistency of thin cream. Apply one coat of this to your cement work, let it stand at least twenty-four hours so that it may become good and hard. Then give it one good coat of red lead and linseed oil, with enough of Japan dryer to dry the same. The same may then be painted any color desired. I have been in the painting business forty years, and have found this to be the best preparation. This paper on cement is not intended to cope with brickwork laid in cement that might by chance have to be painted. In painting over brickwork laid in cement, the walls are invariably twenty to thirty inches thick, and it could not be expected that this preparation could penetrate to that depth."

#### Canada's Western Oil Field.

"THE oil territory of Alberta," said James Harvey, of Vancouver, B.C., in a recent interview, "is situated in Alberta, close to the junction of the British Columbia boundary line and the international boundary. Oil was discovered in this district many years ago, and from 1899 to 1903 William Aldrich, a rancher, made his living out of the sale of surface oil, finding a ready market for all he could produce. There are now two bona fide companies operating in Southwestern Alberta and the Western Oil and Coal Co. have 5,760 acres in this district alone, and have two oil-drilling machines in operation there. This company also controls 10,240 acres of coal and oil lands in south-east Kootenay. The Alberta oil has a paraffine base, and is equal to the best Pennsylvania oil. The eighth annual report of the State of Montana describes this strip of land running down into American territory. It states that the formation is identical to the Pennsylvania formation and the character of the oil is the same."

#### To Wash Windows in Winter.

As glass window panes are liable to crack if washed in frosty weather in the ordinary way with water, it is useful to know that they can be rubbed over with a little kerosene oil on a cloth and polished without danger of breaking.

To make paint stick to tinware, scratch the surface of the tin with a piece of rough pumice or sandpaper, apply a coat of thin shellac varnish and then paint of the desired color. This will prevent the paint from shelling off.

## Paint and Oil Markets

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.  
Montreal, March 24, 1905.

NO new feature is noted on the market of the past week. Orders large and well assorted continue to arrive. It is rumored that no efforts are being made to secure orders for turpentine or linseed oil, and it is supposed that local manufacturers of ready-mixed paints are using all the shipments of these two articles arriving. The good demand for paints has never been exceeded in previous years, and manufacturers are quite enthusiastic over the present condition of the market.

**Canadian Paris Green**—No change is noted in the price list. Prices are steady. We quote the following: Barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels, 76c per gallon; two to four barrels, 75c per gallon; for smaller quantities than barrels, 5c extra per barrel is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

**Linseed Oil**—Raw, one to four barrels, 44c; five to nine barrels, 43c. Boiled, one to four barrels, .c; five to nine barrels, 46c; f.o.b. Montreal, net 30 days.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Ground White Lead**—Best brands Government standards, \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb irons, 7 3-4c; No. 1, 6 1-4c; No. 2, 5 1-4c.

**Putty**—Bulk in barrels, \$1.50; in 25-lb irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—8 3-4 to 9 1-4c in wholesale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, March 24, 1905.

ORDERS are coming in much better than they have been during the past six weeks, and the expectations of the jobbers for a prosperous season seem certain of realization. Dealers are showing a disposition to stock up, and good orders are being given for delivery on April 1. Paris Green is also beginning to move, orders being booked for shipment on May 1. Lead keeps very firm. No changes in price have taken place, however. Petroleum is unchanged, and present conditions will continue until navigation opens.

The market in linseed and turpentine is very interesting at present, and we feel certain that further advances will be made in both lines. Linseed is fluctuating considerably in England, the net result being higher prices and a firmer condition. We still quote 47 and 50c., however. Turpentine is firmer, and there has been an advance of 1 1-2 cents in the South. The ruling price is 78 cents, although some sales are recorded at 77 cents, with 76 cents as the bottom figure.

The glass situation is unchanged.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4 No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be charged for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$1.50; ditto, in kegs of 100 lbs, \$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 47c; boiled 50c;



# TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

**VARNISH MANUFACTURERS**

**WALKERVILLE, ONT.**

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

## McArthur, Corneille & Co.

MONTREAL

### Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors.  
Prepared Paints, Window  
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE  
**Imperial French Green**  
of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
**English Varnishes**  
of CHAS. TURNER & SON,  
LONDON.

## IMPERIAL FRENCH GREEN

is preferred by skilled painters because of its fineness of texture, covering capacity and great durability. Acknowledged to be more permanent than Nature's Greens.

Insist on it once and you will always use it.



Be sure this label is on the can and take no other. See sample cards.

**JOHN LUCAS & CO., MFRS.,**  
PHILADELPHIA, NEW YORK, CHICAGO.

MACARTHUR, CORNEILLE & CO., MONTREAL



5 to 9 barrels, raw, 46c.; boiled, 49c, Toronto, Hamilton, London, and Guelph, net 30 days. Advance of 2c for delivery to outside points.

**Turpentine**—Single barrels, 76 to 78c; 2 to 4 barrels, 75 to 77c; 5 barrels and over, open, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 8 to 8 1-2c per lb; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 17c; bookbinders', ground, 10 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

### Petroleum.

**Refined**—Trade continues normal, with no change in prices. We quote the following: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

### Window Glass.

MONTREAL.

Probably there are more manufacturing plants under operation in Belgium than a few weeks ago, but in general the conditions continue unchanged. Locally, a heavy demand for all kinds of window glass continues unabated. The receipts so far for this month are far in advance of any year previous during the last decade. All shipments that are now arriving call for immediate shipment. No orders are being booked ahead except for import. Our quotations are: First break, 50 feet, \$2.00; second break, \$2.10; first break, 100 feet, \$3.75; second break, 100 feet, \$3.95; third break, 100 feet, \$4.50; fourth break, 100 feet, \$4.75; fifth break, 100 feet, \$5; sixth break, 100 feet, \$5.50; seventh break, 100 feet, \$6.00; and eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break 50

feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 10 per cent., and for double thick it is 25 per cent. Terms three months, and 2 per cent. discount thirty days.

### Glass Cut Under Water.

The following information in regard to the possibility of working glass with a pair of scissors will be very new to most people, but it has the advantage that it may be easily and inexpensively tried: "Glass may be cut under water with great ease, in most any shape, with a pair of shears or strong scissors. Two things are necessary to success—first, the glass must be kept quite level in the water while the scissors are applied; and, secondly, to avoid risk, it is better to perform the cutting by taking off small pieces at the corners and along the edges, and to reduce the shape gradually to that required. The softer glasses cut the best, and the scissors need not be very sharp."

# O-SO-EZY

A Cleaner, Polisher and Reviver  
FOR  
HARDWOOD FLOORS (New or Old)  
and FURNITURE.

BETTER than Shellac—it wears longer  
BETTER than Varnish—does not scratch  
BETTER than Wax—is not slippery

### PRICE LIST—

In Bbl. Lots, \$1.50 per Gal.  
Single Gals. \$1.75

WRITE FOR PARTICULARS.

**O-SO-EZY MFG. CO., Ltd.**

709 Merchants' Bank Building, MONTREAL

AGENTS WANTED.

# If You Buy

Varnishes	Paints
Japans	Colors
Lacquers	Glues
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Fillers	Chamois
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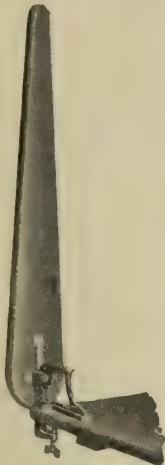
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**MONTREAL**

AGENTS FOR ASPINALL'S ENAMEL.



# AUXILIARY IRONING BOARD



Turned back out of way



Ready for use

**A Money Maker**

**USED THE YEAR 'ROUND - USED THE WORLD 'ROUND**

A most substantial and satisfactory auxiliary to table or regular ironing board for ironing sleeves, shirt waists, etc. The turn-back feature is its great convenience. None other has it. Always in place. Never in the way. It is not a cheaply-constructed article, but one built for every-day use and for universal satisfaction.

*We have further information we will be glad to give you.  
Better write for it.*

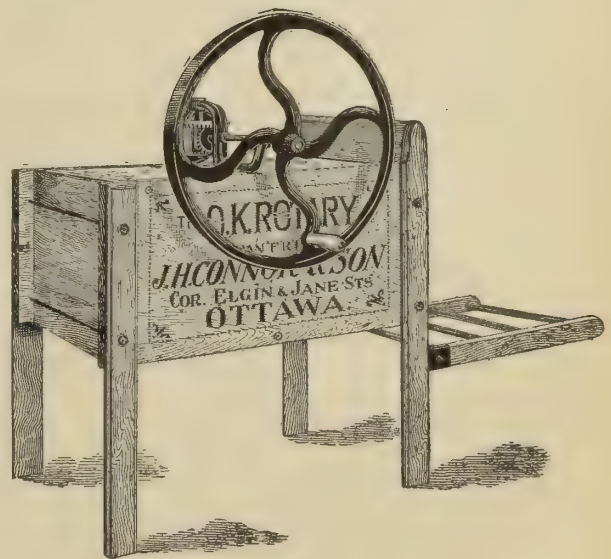
**W. H. GLENNY AND COMPANY,** SPECIALTY MFG. DEPT.  
Rochester, N.Y., U.S.A.

## Connor's Improved Washer.

Works on the wash board principle. The clothes are washed between two rubbing boards. This is a simple, durable, cheap and most effective washer.

## The Improved O.K. Rotary.

Has the largest fly-wheel; is the quickest working, the easiest operated; has aluminum bronzed castings. One of the best sellers made.

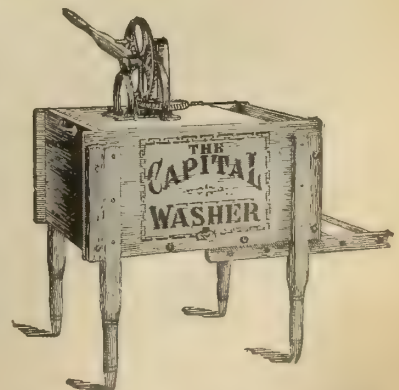


## Daisy Washer.

Works on the same wash board principle as the Connor Improved. The bottom rubbing board is removable. The cover keeps in all the steam. The wringer can be left on during the wash.

## The Capital Washer.

The Dolly is worked by the lever handle on top of the machine, which turns the clothes rapidly on the wash board surface in the machine. The cover keeps in all the steam. Painted vermilion; aluminum castings.



**J. H. CONNOR & SON, Limited** MANUFACTURERS, Ottawa, Canada



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 186)

## Quebec Hardware Markets.

Office of **HARDWARE AND METAL**,  
232 McGill Street,  
Montreal, March 24, 1905

**L**ATEST reports received from the Lower Provinces lead us to believe that prevailing conditions have somewhat changed, and consequently the travelers are able to accomplish better work. Trade, however, in that part of the Dominion is still backward, and nothing of a very flourishing character is expected to transpire before another month or six weeks. Builders' hardware still has an excellent demand, and it is estimated that this one department of the trade alone is responsible for 30 per cent. of the orders received by the wholesale houses. The fact that only some three weeks remain until the date upon which the freight rates shall be reduced has warranted many of the retail merchants residing at a distance to call for future shipments when placing their orders. Spring cloth, hinges, freezers, and refrigerators, comprising screen doors, wire fens, have a good demand, and orders of an appreciative character are being booked.

**Axes**—Trade continues to be steady. Orders are not arriving as frequently as they did a few weeks ago. Prices continue unchanged. We quote: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—The demand for handles is also steady. No change in the price list is noted. Our quotations are: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—No new features are noted on the market of this week. Only an ordinary amount of orders are arriving. We quote: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—Orders are not as numerous as they were a few weeks ago. A few orders are being booked, but they call for future shipment. Present prices are firm. Our quotations are: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barbed Wire**—Wholesale merchants are filling and shipping their orders. A good demand has originated in the Canadian North-West. Our quotations are as follows: \$2.75 for 100 lbs. f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—As fence staples form an important part in the erection of wire fences they have a good demand. Prices remain unchanged, although firm. Our quotations are as follows: \$2.65 per 100 lbs. keg, for bright, and \$3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—A fair demand is prevalent. Prices continue unchanged. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half round boxes.

**Screws**—A brisk demand still continues. We quote: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Bolts and nuts still continue to have a good inquiry. Numerous orders both large and small are being booked.

**Wire Nails**—Prices of nails are very firm, and it is feared that an advance will occur. The demand still continues good. Our quotations are \$2.25 a keg, f.o.b. Montreal.

**Cut Nails**—The demand for these nails has at present a tendency to be quiet. Prices continue unchanged at \$2.20 a keg f.o.b. Montreal.

**Horse Shoes**—The price of horse shoes continues to be firm. The demand is good, and trade has a bright prospect from every point of view. We quote the following prices: P. B. new pattern base price, \$3.50 per hundred lbs.; M. R. M. Company latest improved pattern, iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—At present a good demand for horsenails is prevalent. Prices remain the same and are likely to do so for some time.

**Sporting Goods**—Orders are beginning to arrive more freely. All the orders received call for immediate shipment. Our quotations are: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs; chilled, \$7 per hundred lbs; buck and steel, \$7.50 per hundred lbs; ball, \$8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—Manufacturers claim that the demand is increasing. The increase in the demand from the wholesale houses leads us to believe that the retail merchants are stocking up. No change in the price list has occurred.

**Cordage**—Trade has a brighter appearance. Orders are beginning to arrive more freely and more frequently. It is anticipated by the dealers that Canadian Cordage will have a large sale this coming season.

**Cement and Fire Brick**—The trade locally has a brighter appearance. It is expected that some large contracts will be let during the coming Summer. With fire brick trade is still quiet. Our quotations are as follows: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.25 ex cars; Canadian Portland, \$1.90 to \$2. Firebrick, English and Scotch, \$18 to \$22; American, \$30 to \$35.

**Coil Chain**—Conditions on trade continue unchanged. Prices remain the same. We quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth**—As Summer draws nearer the demand for this article increases. We quote the following price: Per hundred square feet, \$1.50.

**Poultry Netting**—A good demand continues unabated. Trade is brisk and featureless. Discounts on all gauges is 60 and 5 per cent.

**Spring Hinges**—This article, like many other spring goods, has an excellent demand. Prices, although firm, continue unchanged. Our quotations are: No. 5 \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.



## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front street east,

Toronto, March 24, 1905

**A** GENERAL awakening has taken place in the hardware trade, and orders are being actively placed by retailers. Since stocktaking the local merchants have been having a general clean up, and the snow blockade has given them plenty of time to go over their invoices and catalogues. This has resulted in their discovering many lines which might be added to their stocks to the advantage of the money-producing end. This accounts for the general orders which are being placed with the jobbers, as while such builders' supplies as nails, building papers, etc., are moving actively, and such Spring and Summer lines as spades and shovels, fence wires, woodenware, etc., are well holding their own, there is an increasing demand for general lines and specialties. Lumbermen's boot calks are in active demand.

The Whitman & Barnes Manufacturing Co., St. Catharines, is lowering new list prices of wrenches. For 6, 8, 10, 12 and 15 inch sizes the prices now in force are \$10, \$12, \$14, \$17 and \$24 per dozen, the old figures being \$9, \$12, \$14, \$17 and \$24. No change has taken place in discounts quoted.

**Lawn Mowers**—The demand is increasing. Prices remain unchanged.

**Guns and Ammunition**—A reasonable demand exists.

**Washing Machines**—Increasing activity is noted, with prices unaltered.

**Chain**—The demand of chains continues steady. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—Prices remain firm and trade continues active. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices remain stationary with demand very active.

**Barb Wire**—The demand for barb wire is steadily increasing.

**Wire Nails**—Demand is very active, prices being unchanged. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—An increasing demand is reported. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—There is a normal demand for horseshoes. We quote: "P. B." base, \$3.60; "M.R.M. Co., latest improved pattern" are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—No change in prices is recorded. The demand continues brisk.

**Rivets and Burrs**—Trade continues active, prices remaining as before.

**Bolts and Nuts**—Prices remain unchanged. The demand is firm.

**Woodenware**—Business is normal; and prices as before.

**Cordage**—Prices remain unchanged. Trade has opened up for binder twine, and business will be active from this time on. Quotations are: Binder twine, Blue Ribbon, 12 1-2c; Red Cap, 11 1-2c; Tiger, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c.; British manila, 11c; sisal, 10 1-2c; double lathyrn, 10 1-2c; single lathyrn, 10c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

**Cement**—The rush of Spring business has not yet materialized, although an average business is being done. Prices still unchanged as follows: For carloads orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—The demand is improving, and while stocks are light quotations are as follows: English and Scotch firebrick, 30 to 35c; American, low grade, 25 to 30c; high grade 32 1-2 to 40c.

**Coal**—Navigation will open in about a fortnight, and the Spring drop in prices is scheduled to take place about April 1. Spot coal continues firm, and the demand is strong. We quote Anthracite in cars at bridges: Grate, \$5.50 per gross ton; egg, stove and nut, \$5.75 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 1 1-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

### Hides, Tallow, Skins and Wool.

Hides, No. 1 green steers, per lb.	0 09
" " No. 2 green, per lb.	0 08
" " No. 1 green, per lb.	0 08 1/2
" " No. 2 green, per lb.	0 07 1/2
Country hides, flats, per lb.	0 06 1/2
Calf skins, No. 1, sel. ctd.	0 11
" " No. 2, each	0 09
Deacons (dairies), each	0 50
Sheep skins	1 25 1 50
Rendered tallow, per lb.	0 04 0 41
Unwashed wool, new clip, per lb.	0 13 0 14
Pulled wools, super, per lb.	0 23 0 25
" " extra	0 24 0 26

## METAL MARKETS AND MINING NOTES

The Dominion Coal Co. collieries are beginning to take on labor. No. 2 colliery will, it is said, take on two hundred men during the next week or so.

For the first time in many months, the Dominion Iron and Steel Co. have now seven of their open-hearth furnaces in operation.

A Montreal report says that the Dominion Iron and Steel Co. earned \$75,000 in January. Further improvement is expected when the rail mill is in operation by June.

The Chibugamoo Mining Company has been organized in Montreal to develop some prospects in Northern Quebec.

President Corey, of the United States Steel Corporation, has issued the company's annual report for the twelve months ended December 31 last, showing a decrease of \$92,167,000 in gross earnings compared with the corresponding period of 1903. In his report, Mr. Corey says: "The depression in the iron and steel trade, which, in common with all other lines of business, took place during the Summer of 1903, continued until the late Fall of 1904. In the latter part of the year 1904 there was a marked increase in the volume of business received, and this revival has continued. The tonnage of unfilled orders on the books on December 31, 1904, was 4,696,203 tons of all kinds of manufactured products, in comparison with 1,325,123 tons at the close of 1903."

The completed rolling mills of Canada aggregate 18, of which one has a Bessemer steel plant, one a Tropenas steel plant, and five open-hearth steel plants. The annual capacity of the blast fur-

naces is placed at 830,000 gross tons of pig iron; of the Bessemer and Tropenas steel plants, 200,800 tons; the open-hearth steel plants, 151,000 tons, while the total capacity in finished, rolled and forged products is placed at 839,600 tons.

D. D. Lewis, manager of the Algoma Steel Company's works at the Soo, states that during the Winter they have handled the finished product of their mill very economically, such rails as they have had to stock for Spring shipment being carefully piled by means of electric winches, thus reducing cost to a minimum. In this way, when Spring opens, these rails can be loaded on cars by electricity at the very minimum cost. They are now engaged in loading boats at their docks with rails for shipment to Port Arthur on the opening of navigation. The rail mill is completed and in operation, with the exception of the metal mixer, which will enable the company to use the product of their furnaces direct to the converters. The mixer is now about 90 per cent. completed.

In the mining of iron ore, cheap transportation is almost indispensable. In this respect the known deposits of iron on the coast of British Columbia are certainly advantageously situated, for the majority of them are within easy reach, by short and inexpensive tramways, of the navigable waters of one or other of the many inlets along the coast line. On the waters between Vancouver Island and the Mainland, transportation by means of barges is quite practicable, whether for ores, coke or fluxes. For



most of the ores of the west coast of Vancouver Island where more open and rougher seas are met with, seaworthy sailing vessels or steamers are required.

According to an estimate, the mineral production of Canada for 1904 will exceed that of last year by over \$3,500,000. The increase took place in gold, silver, lead and coal. It is estimated that during 1904 there were mined 57,050 ounces of placer gold, 256,135 ounces of lode gold, 3,505,805 ounces of silver, 36,688,580 pounds of copper, 37,000,000 pounds of lead, 1,668,000 tons of coal, and 277,400 tons of coke.

Twenty tons of gold have been produced by the Klondike proper, the district within a radius of fifty miles of Dawson, since January 1st of this year. In other words, the output of the Klondike since the first of this year is \$9,200,000. The royalty collected on the gold by the Canadian Government for the year is \$230,260. The banner year in the camp was in 1900, when the output was placed at \$20,000,000. Since that the cream of the richest claims has been taken and low-grade areas are being worked.

The Granby Consolidated Mining, Smelting, and Power Co., Limited, of Grand Forks, B.C., which is now operating six furnaces, with a daily capacity of 2,000 tons, for the treatment of the ore from its mines at Phoenix, B.C., has determined upon an increase of its product to about 3,000 tons per day, to take care of the enlarged output coming from the mines. Accordingly, an order has been placed for two new furnaces, which will measure 48 x 208 inches at the tuyere line. It has also been decided to increase the capacity of the converters by the installation of another blowing engine of the latest design. All of the apparatus will be furnished by the Allis-Chalmers Company, which originally took the contract for the entire equipment of the Granby Company's plant.

The annual report of the Nova Scotia Steel and Coal Company for 1904 shows a profit of \$501,337.24, which, with the balance of \$685,642.62 from 1903, makes a total at credit of profit and loss on 31st December, 1904, of \$1,186,979.86. Of this, \$50,000 has been added to reserve, \$10,000 paid in directors' remunerations, three quarterly dividends on preferred stock, and one half-yearly on the common have been provided for, as well as sinking fund and bond interest charges, leaving balance at the credit of profit and loss, January 1, 1905, of \$695,749.86, compared with \$685,642.62, January 1, 1904. The report says: "The volume of general business transacted by the company during the past year did not differ greatly from that of 1903. The quantity of coal mined was considerably increased, and the present year will doubtless show a still further increase. The tonnage of iron sold was reduced during the year by 156,000 tons. Owing to the severe depression in the iron and steel trade in Europe and America during the year, the price obtained was much less than during 1903, the difference in the amount of net profit being in round figures \$180,000. Since the turn of the year prices have materially advanced. We have orders booked for a larger tonnage of steel and pig iron than ever before, at better prices than prevailed during last year. The present indications are that a large margin of profit will be realized in

this branch of the business during the coming year."

### METAL MARKETS.

**M**ARKET conditions show practically no change since last week, all sections continuing active and prices firm. The demand continues strong, and on all sides predictions are made that this year's business will be a record one. It is not often that business begins to dread an overplus of trade, but this partially describes the condition in the iron and steel trades. Conservative thinkers, however, have no fears that the present activity is of the nature of a boom which has no foundation, and there is, therefore, every chance for realization of the bright hopes held for the present season's business. When manufacturers are swamped with orders, dealers should place their orders well in advance of the time when the goods are needed.

The increase in freight rates on the railways will tend to throw more business into the hands of the Americans. This is to be regretted, as Canadian business should be given to English houses where possible. Sentiment, however, does not measure up with dollars and cents in the business world, and the two countries will have to fight it out from the standpoint of prices.

From Montreal it is reported that, although the demand for Canada plates continues to be good, the market shows a tendency to be easier. Bar iron, tool steel, and merchant steel have a demand that has never been equalled in the previous history of the Canadian market. In order to meet this demand, local mills are in operation night and day. The market for raw materials is firmer, with one exception. Lead has displayed a disposition to be quieter.

### Quebec Metal Markets.

Office of HARDWARE AND METAL,  
232 McGill street,  
Montreal, March 24, 1905.

**Pig Iron**—The good demand of the past few weeks still continues. No material change on the market is expected to occur till after the opening of navigation. We quote the following:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom.," No. 1.....	17.50 "
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17.50 "
" No. 3.....	16.50 "
" No. 4.....	16.00 "
Londonderry.....	\$18.50 to \$19.00 "
Glenarnock.....	20.00 "
Gartsherrie.....	19.25 "
Carnbroe.....	18.50 "
Carron No. 1.....	20.00 "
" (special).....	19.00 "
Ayresome No. 1.....	18.50 "
" No. 3.....	18.00 "
Summerlee.....	20.00 "
Clarence No. 1.....	18.00 "
" No. 3.....	17.50 "
No. Cleveland.....	18.00 "

**Bar Iron**—Prices continue unchanged. Our quotations are as follows: Merchant bar, \$1.80; horse-shoe iron, \$2.02½; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—Large orders are being booked, and the prospects appear to be of a very bright character. We quote: Colonial and Black Diamond, 8

cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—Prices have become steady. They are firm, but there is no vergency at present of an advance. Our quotations are as follows: Sleigh-shoe, \$1.97 1-2; tire, \$2.07 1-2; spring, \$2.75; toe-calk, \$2.60; machinery, iron finish, \$2.07 1-2; square-harrow, \$2.07 1-2; reeled machinery steel, \$2.75; mild, \$1.85 and upwards; rivet, \$1.85 and upwards; net cash thirty days.

**Cold Rolled Shafting**—A strong demand is the most prominent feature of the market this week. We quote: Cold rolled shafting, 3-4 inch to 17-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—The market is easier, which may result in a decline in price. We quote: 52s. \$2.45; 60s. \$2.50; 75s. \$2.55; full polished, \$3.60; galvanized, 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**Black Sheets**—Orders continue to arrive freely. Prices remain the same. Our quotations are as follows: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—A strong demand continues to be the special feature of this market. Prices are firm and steady. We quote the following: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra; "J.C.M.," 3 crowns, 28 gauge, \$3.70; 26 gauge, \$3.50; 22 and 24 gauge, \$3.15.

**Antimony**—Conditions continue unchanged. Prices are firm at 9 1-2c to 10c.

**Sheet Zinc**—The fluctuations of the past week have resulted in zinc becoming easier. We quote: Case lots, \$7.00; small lots, \$7.25.

**Tin Plates**—A steady demand is the principal feature of this market. Prices are also steady and continue unchanged. We quote: Cokes, \$3.75; charcoal, \$4.00.

**Ingot Tin**—Tin has become easier during the past week. The market at present is unsteady. The present price ranges from 32 1-2c to 33c.

**Ingot Copper**—Copper continues to grow firmer. No concessions can be obtained on the present prices, which are quoted at from 16 1-4c to 16 1-2c.

**Ingot Zinc**—Zinc continues to be unsteady. We quote: 6 3-4c to 7c.

**Pig Lead**—Lead, due to recent fluctua-



## PORTLAND CEMENT

DRAIN PIPES, CULVERT PIPES,  
SEWER BRICKS, INVERTS,  
FIRE BRICKS, FIRE CLAY,  
BUILDING BRICKS,  
FIRE PROOFING  
ROAD PAVING BRICKS

and BLOCKS.

Correspondence Invited

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## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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MIDLAND, ONT. Limited

Get our prices for

## GALVANIZED FLAT SHEETS

THE "VANDA" BRAND

For all purposes requiring the best quality.

It is "deadflat," well-galvanized, true to gauge and specially soft for working-up. We guarantee every sheet bearing our brand.

### C.F. JACKSON & CO., Limited

Wholesale Merchants

Ormidale Block, Vancouver, B.C., and

Liverpool, England

Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Bags, Grain Bags, etc. etc.

tions, has become easier. The price is unsteady, and a decline may result on the change of these conditions. Our quotations are: From \$3.50 to \$3.60.

**Boiler Tubes**—Prices continue unchanged. We quote: Highest grade soft steel, British and American tube, 11-2 inch, 8 1-2c; 2 inch, 8 1-2c; 2 1-2 inch, 10c; 3 inch, 12 1-4c; 3 1-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

**Scrap Metal and Old Material**—Yellow brass has a better demand from the brass foundries, and the price has advanced 1-2c per pound as a result. Metals otherwise are steady in price and no change is anticipated. Scrap iron continues unchanged. Prices are firm, but no change is expected. We quote as follows: Heavy copper and wire, 12 3-4c; light copper, 11 1-2c; heavy red brass, 10 1-2c; yellow brass, 8 1-2c; light brass, 6c; lead, 2 3-4c; zinc, 3c; machinery cast scrap, \$14; wrought scrap, \$14; stove plate scrap, \$11; No. 1 country rags, 75 to 90c. per hundred pounds; old rubbers, 5 1-2 to 6c.

### Ontario Metal Markets.

Office of **HARDWARE AND METAL**,  
10 Front street east.  
Toronto, March 24, 1905.

**Pig Iron**—Trade is active, and the mills continue busy. Quotations remain as follows:

Middlesboro, f.o.b., Toronto	\$21 00
Hamilton, No. 1, at furnace	18 00
No. 2, " "	17 50
Midland, No. 1, " "	18 00
No. 2, " "	17 50
Radnor, at furnace	27 50
Londonderry, at furnace	16 50 to 17 00

**Bar Iron**—The demand continues strong and active, and prices remain firm. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**Tin**—The market continues strong and active. Quotations remain from 32 to 34c. per pound.

**Galvanized Sheets**—A steady demand exists. Prices remain unaltered.

**Tin Plates**—The market continues very active and prices firm.

**Canada Plates**—The demand is normal, with prices the same.

**Brass**—The demand continues strong, and prices unchanged. Discounts are 10 per cent.

**Lead**—The market is strong and active, there is increased demand with no change in prices. We quote: Pig lead, \$3.80 per 100 lbs.; and bar lead, \$4.80 per 100 lbs.

**Zinc Spelter**—Demand is decidedly active, with short supply available. Quotations continue as follows: 7c. per lb. for foreign and 5 1/2 to 5 3/4c. per lb. for domestic.

**Copper**—The demand for copper ingots is strong and active. Prices remain as before. Quotations are as follows: In-

## Tinplates

"Dominion" B.B. Charcoal

"Alloway's" Best Charcoal.

"Trym" and "Lydbrook" Best Coke.

Standard brands, best value.

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Ask your customers  
if they don't need new pumps.  
If they do, sell them our

**Standard Anti-Freezing Pumps**

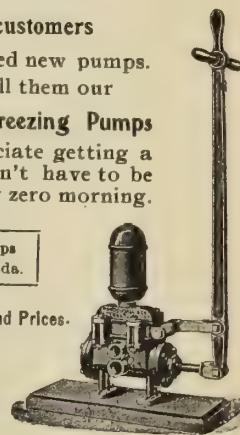
They'll appreciate getting a pump that doesn't have to be thawed out every zero morning.

McDougall Pumps  
—Made in Canada.

Write for Catalogue and Prices.

The  
**R. McDougall Co.**  
Limited

Galt, Ont.



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Ontario Agents for

**B. K. MORTON & CO.'S**

## "ALPHA"

**HIGH SPEED STEEL**

AND  
**Crucible Cast Steel**

Large stock on hand. Send for Stock List

## NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS-MARTIN

## OPEN HEARTH STEEL



got copper, 16 1-4c per lb. and sheet copper, 21c per pound.

**Antimony**—The market continues quiet, and prices unaltered.

**Galvanized Iron**—J.C.M., 3 crowns, 28 gauge, \$3.70; 26 gauge, \$3.50; 22 and 24 gauge, \$3.15.

**Old Material**—No changes in prices have taken place, and a normal market exists. We quote: Heavy copper and wire, 12 1-2c per lb; light copper, 11 1-2c per lb; heavy red brass, 10 1-2c per lb; heavy yellow brass, 9c per lb.; light brass, 7c per lb.; tea lead, \$2.40 per 100 lbs; heavy lead, \$2.60 per 100 lbs; scrap zinc, 4c per lb; iron, No. 1 wrought, \$10 to \$11; No. 2 wrought \$3 to \$5; machinery cast scrap, \$14; stove plate, \$10; malleable and steel, \$5; old rubbers, 5 1-2c per lb; country mixed rags, 65c per 100 lb.

For Manitoba Metal Markets see page 34.

## UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Age, March 23, 1905.

FROM different points of view, the most interesting event of the week has been the sale of 200,000 tons of steel billets, the largest transaction of its kind for a long period. The purchaser is the Pittsburgh Steel Company, owning a large wire mill at Monessen and a bar and hoop mill at Glassport, Pa. The company does not make steel, and using as it does about 200,000 tons of billets per annum is the largest single consumer in the country.

The sale of this large quantity of semi-material for delivery during the year beginning July, 1905, is significant as showing the confidence of buyers and sellers in the market.

Another indication of what is expected is furnished by the preparations which are being made to bring down the supply of ore during the shipping season of 1905-1906. The United States Steel Corporation has shaped its plans to bring down 19,000,000 tons of lake ores, while outside interests are arranging to ship 14,000,000 tons, a total of 33,000,000 tons, against the record of 27,570,000 tons in the banner year 1902.

There has been some lively buying of Bessemer and basic pig in Pittsburgh, fully 75,000 tons having been taken by works which are not concerned in the large sale of billets. The result is that the leading sellers have marked up their prices to \$16, Valley furnace, at which figure, however, no transactions of consequence have taken place.

In the east, pipe foundries have made considerable purchases aggregating 25,000 to 30,000 tons, a good deal of it for the last quarter, Virginia furnaces sharing largely in the business.

The buying of rolling stock by the railroads has brought further work to the mills and in some instances premiums are being offered for plates and shapes. Quite a good string of orders for bridges and buildings have come out during the past week.

In the rail trade, there is a report current of a further sale of 15,000 tons to South America. Last week the leading interest announced an advance of \$2 per ton on ordinary black sheets, \$1 per ton on blue annealed sheets, and 10c per square on roofing.

The makers of steel hoops have put up prices from 1.55c. to 1.65c. a lb.

In spite of an enormous production, coke is advancing in price. As much as \$2.50 has been paid for Klondyke coke for the second half of the current year.

## LONDON METAL MARKETS.

From Metal Market Report, March 23, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 49s. 4 1-2d, and Scotch warrants at 54s. 6d, making prices as compared with last week 1 1-2d lower for Middlesboro and 3d for Scotch warrants.

**Tin**—Spot Tin opened firm at £136 5s., futures at £134 10s., and after sales of 250 tons of spot and 500 tons of futures closed strong at £136 5s for spot and £134 15s for futures, making price as compared with last week £3 higher on spot and £2 15s. higher on futures.

**Copper**—Spot Copper opened easy at £68, futures at £68 7s. 6d, and after sales of 50 tons of spot and 100 tons of futures closed easy at £67 17s. 6d for spot and £68 5s. for futures, making price as compared with last week 6s. 3d lower on spot and 6s. 3d lower on futures.

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**Lead**—The market closed at £12 8s. 9d, making price as compared with last week 3s. 9d higher.

**Spelter**—The market closed at £23 7s. 6d, making price as compared with last week 10s. lower.

## TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, March 21, 1905.

THE conditions of the wholesale hardware trade have improved considerably during the last week, but still there is not the rush of orders that might have been anticipated after almost a whole month of practical tie-up on account of the snow blockade. It is now realized that a large part of the trade lost during that time will not be recovered. Both the wholesale and the retail trade seem to have suffered equally. Consumers were unable to move about to procure goods, and they did without them. Travelers were tied up on the road somewhere for two and three weeks at a time—the whole seems to have resulted in the cutting out of almost a month from the business history of the year, except that both

wholesaler and retailer had the usual expenses to pay.

One jobbing firm reports not more than the average of one-third business done in February, while others report from one-fifth to one-third. Similar reports come from the retailers in all parts of the province. The effect of this is largely seen in the unusual amount of renewals, but it is anticipated that this condition will be improved from month to month. At present the outlook is fair for Spring and Summer trade.

During the last two or three weeks, the greatest sales with those who deal in these lines has been in cordage, chains, lines, etc., to fit out the "Banks" fishing fleet. These have largely sailed now, and the business is almost over. There is at present a good demand for all kinds of building materials, and this is expected to continue for some months.

Prices, especially in metals, remain firm, with an advancing tendency. The situation in wire nails is still strong, though the dealers here have made no advance, \$2.30 base being quoted. St. John is reported to have responded to the late advance of 5 cents by U. S. manufacturers, and Halifax merchants may yet do so.

Turpentine is quoted at 89 cents in barrels, 94 cents in smaller quantities. Linseed oil (raw) is quoted at 47 and 52 cents for similar quantities. Boiled is quoted at 50 and 55 cents. The prices of turpentine quoted are for Georgia imports, though an inferior article, imported from Brazil, holds a much lower quotation.

There is one fact which now seems impressed on the wholesale dealers, with reference to the trade for next Autumn. The lumber industry, on account of the depth of snow in the woods, has been almost a total failure; the snow came early to a depth of six or eight feet, and has constantly been getting deeper. The usual quantity of supplies were bought last Autumn by both the lumbermen and the retailers, but these will largely remain unused in the hands of the former or on the shelves of the latter. Wholesalers' business in this line is expected to be small next Autumn, while in many instances they may have to accept unusual renewals from all parties.

## TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Mar. 16, 1905

THE fifth bridge to span False Creek, in this city, is now completed. The Great Northern Railway has just finished the bridge, which gives their new line access to the terminals the company has purchased in the centre of the business portion of the city. Messrs. Armstrong & Morrison, who built the Fraser bridge, were the builders. The depot has not yet been erected, but offices have been established for some time in a brick block on a portion of the site which they have pur-



chased, and the clearing of the location by the demolition of many buildings has been going on for some time. The improvement of the quarter by the location of railway terminals will shift a large portion of the local "Chinatown," which has long been a feature of interest for sight-seers and tourists.

The Great Northern Railway is now running two trains daily between Vancouver and Seattle. One of these leaves each city in the morning and the other at 3.45 in the afternoon. These late trains reach Vancouver and Seattle, respectively, at 10 p.m., affording business men a very suitable arrangement for doing business in either city with very little loss of time. The connection now given by the Great Northern to many points in the interior of British Columbia is also very convenient, though, of course, the traffic nearly all goes by way of the C.P.R., as business men who travel naturally wish to cover intermediate points in the province.

\* \* \*

An interesting cargo is now being loaded at Esquimalt in the British ship Penthesisia. It comprises stores, much of it combustible, from the dismantled fortress of Esquimalt, and the ship, when the stores are all aboard, will leave the former navy yard for London. As a protective device, in case of the vessel passing through electric storms, lightning rods are being attached to the vessel's trucks. The Penthesisia is an iron-hulled steamer. Her cargo will be nearly 2,400 tons, and its approximate value is \$500,000.

\* \* \*

The British Admiralty has awarded a contract to R. R. Dobell & Co., of Quebec, for the supply of Canadian deals and timber for 1905.

\* \* \*

Building trades are being actively employed already. No less than \$40,000 of permits were issued on the 14th by the building inspector. Many new blocks are planned for the coming year, and the residential building is fully as active as ever. The transfers of building property are frequent and values show regular increase.

The most noteworthy happening in connection with values of Vancouver realty has been the withdrawal of all C. P.R. unsold property from the market pending a complete revision of prices. The officials say that no revision has been made for years, and that in all parts of the city prices are much higher than the C.P.R. is quoting, and the company will put their real estate back on the market at an enhanced figure when the revision is completed.

\* \* \*

In North Vancouver, the rising community across the Burrard Inlet from this city, the rapid development is marked by the application of the Western Corporation, Limited, a concern heavily interested in North Vancouver, for permission to have its charter amended to permit it to engage in wharf building and in the building and operating of a street car system. The company, in making the application, states that these projects are actively to the fore in the new centre. The early advent of railway connection in the new town across the Inlet is likely to create a boom. Many people in well-informed circles pin their faith to the ultimate coming of the Grand Trunk Pacific to a

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The "Hayes" is rigid. It makes a perfect job.

It costs less when applied and plastered than any other. We make it.

You can make money selling it.

## THE METALLIC ROOFING CO., LIMITED TORONTO

terminus on the north shore of Burrard Inlet, as the most suitable place on the British Columbia coast. Certain, the Great Northern is making great efforts to become located there and to build north from that point.

\* \* \*

The manufacture of fire bricks, pressed brick, street paving brick, and vitrified sewer pipe is to be taken up on a large scale in this province shortly. Mr. J. C. MacLure, who recently made discoveries of valuable fire clay deposits at Matsqui, on the Fraser River, some 30 miles or so from Vancouver, has gone east to Chicago, Pittsburg, and other points, where the manufacture of such articles is carried on. He has taken with him samples of his clay deposits, which will be fully tested, and in addition, he will learn all he can of modern methods of making pressed brick and fire brick. When he returns he will complete arrangements for the erection of the finest plant in the country for making these lines.

\* \* \*

Vancouver City Council is wrestling with the task of selecting fire engines, three to be added to the present equipment of the city's fire-fighting appliances. Tenders were received from the Waterous Engine Works Co., Brantford; the Canadian Rubber Co., Montreal; J. E. W. Macfarlane, Vancouver; the Nott Fire Engine Co., Minneapolis; Walter R. Wonham, Montreal; Vancouver Engineering Works; Canadian Fire Engine Co., London. One alderman suggests that it might be well to buy of each of three kinds, so that tests may be made by practical use which will be a guide in future purchases.

\* \* \*

Mining in the Kootenay country is showing very favorable progress. In the boundary district, two concerns, the Montreal & Boston, and the Granby Consolidated, with the Granby smelter, had a combined pay roll for February of \$75,000. The output for February, a short month, was 72,671 tons, and for

January, 68,074 tons, from the mines of the boundary district. The smelters in the same district treated in the same two months 172,667 tons. There are three smelters, the Granby smelter at Grand Forks, the B. C. Copper Co.'s smelter and the Montreal & Boston smelter.

The Rossland camp paid a total of \$59,989 for the month of February, with seven mines working.

For the week ending March 11, the quantity of ore shipped from Kaslo, another Kootenay mining point, was 470 tons, a large part of it zinc ore and zinc concentrates.

The Canadian Metals Company has decided to erect its zinc smelter at Frank, Alberta, on the Crow's Nest line, and a large force of men is now engaged on the erection of the buildings. A zinc-enriching plant has been built at Rosebery on Slocan Lake, in the heart of the Slocan district, and the zinc concentrates will be shipped from there to the smelter at Frank.

### A REMARKABLE OFFER.

In this issue Messrs. St. Arnaud Freres, of St. Paul street, Montreal, make a remarkable announcement in that they are offering one dollar's worth of goods for 50 cents. They are men of standing in the community, and merely make this offer in order to attract attention to a certain brand of stove pipe and elbow which they are manufacturing. It is a safe venture to try an investment with such a firm, and especially as they are willing to lose money at first to introduce their goods. This in trade is one of the strongest proofs that a firm believes in what they may be selling. Hardware and Metal is prepared to supply any information that a probable customer might wish to know regarding this firm or their offer.



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(Market quotations corrected by telegraph up till 12 a.m. Friday, March 24, 1905.)

Office of HARDWARE AND METAL  
Room 406 McIntyre Block,  
Winnipeg, Man.

GENERAL Spring business in hardware lines is now showing marked activity. Every indication points to an early Spring, and with the West on the height of a wave of prosperity the hardware trade are buying freely in anticipation of a brisk season's trade. The first contingents of this year's immigrants have already arrived in Winnipeg, and 1905 is expected to be a record year. This influx of population in the West means increased business for the hardware stores.

The executive of the Western Retail Hardware Association have not yet announced for publication the name of their newly-appointed secretary and organizer, but they will do so as soon as his resignation from his present position has been accepted. In the meantime it is known that he is a popular hardware "drummer," with a wide connection in the West. The executive congratulate themselves that they have secured a capable man.

The Miller-Morse Hardware Co. have moved their stock to their new warehouse, but the offices are still in the old one. They expect to complete the transfer very shortly.

Values throughout are steady this week, with no changes of special note.

Wire—With every indication of Spring being close at hand, dealers are rushing in orders for wire and fencing. Values are steady, and we again quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized, 6 to 8	3 39
Plain galvanized, 9 to 10	2 50
Plain galvanized, 10 to 12	3 50
Plain galvanized, 12 to 13	3 10
Plain galvanized, 13 to 14	3 20
Plain galvanized, 14 to 15	3 90
Plain galvanized, 15 to 16	4 45
Plain galvanized, 16 to 18	4 60
Plain twist	2 85
Staples	3 35
Oiled annealed wire, 10 to 11	2 96
Oiled annealed wire, 11 to 12	3 02
Oiled annealed wire, 12 to 13	3 10
Oiled annealed wire, 13 to 14	3 20
Oiled annealed wire, 14 to 15	3 30
Oiled annealed wire, 15 to 16	3 45

Annealed wires (uncoiled) 10c. less.

Horseshoes—Trade is fairly active. Prices are steady. We quote again:

Horseshoes, iron, No. 0 to No. 1	\$4 55
No. 2 and larger	4 30
Snowshoes, No. 0 to No. 1	4 80
No. 2 and larger	4 55
Steel, No. 0 to No. 1	4 70
No. 2 and larger	4 45

Horsenails—We quote list price and discounts as follows:

Horsenails, No. 4-1 1/2 in., list price	0 48
" " 5-2 " "	0 32
" " 6-2 1/2 " "	0 28
" " 7-2 1/2 " "	0 24
" " 8-2 1/2 " "	0 22
" " 9-2 1/2 " "	0 20
" " 10-2 1/2 " "	0 20
" " 11-2 1/2 " "	0 20
" " 12-2 1/2 " "	0 20
" " 14-3 1/2 " "	0 20

Discounts on these prices are for "C" brand 40, 10 and 7 1/2 per cent., for other brands 55 and 60 per cent. Add 15c. per box.

Wire and Cut Nails—We quote:

Cut Nails—	Wire Nails—
2d 1 in. .... \$4 00	1 in. .... 4 00
3d Fin. 1 1/4 in. .... 4 00	1 1/4 in. .... 4 00
3d 1 1/2 in. .... 3 65	1 1/2 in. .... 3 65
4d 1 1/2 in. .... 3 40	1 3/4 in. .... 3 40
5d 1 1/2 in. .... 3 40	1 3/4 in. .... 3 40
6d 2 in. .... 3 30	2 in. .... 3 30
8d 2 1/2 in. .... 3 15	2 1/2 in. .... 3 15
10d 3 in. .... 3 10	3 in. .... 3 10
20d 4 in. .... 3 05	3 1/2 in. .... 3 05
30d 4 1/2 in. .... 3 00	4 in. .... 3 05
40d 5 in. .... 3 00	4 1/2 in. .... 3 00
50d 5 1/2 in. .... 3 00	5 in. .... 3 00
60d 6 in. .... 3 00	5 1/2 in. .... 3 00
	6 in. .... 3 00

Screws—With another record building season about to commence, orders for screws are large and numerous. Discounts are unchanged. We quote again as follows:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach " "	70 p.c.

Nuts and Bolts—We quote following unchanged discounts:

Bolts, carriage, 3/4 or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, 3/4 and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" small lots	2 1/2 c.
Hex " case lots	3c.
" smaller lots	2 1/2 c.

Rivets—Discounts continue as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	29 1/2
" No. 12	33

Coil Chain—We quote again as follows:

Coil chain, 3-16 inch	9.25
" 1/4 inch	7.25
" 5-16 inch	5.20
" 3/8 inch	4.60
" 7-16 inch	4.45
" 1/2 inch	4.30
" 5/8 inch	4.10
" 3/4 inch	4.30

Shovels—Discounts on spades and shovels continue 40 and 5 per cent.

Harvest Tools—Discount 60 per cent.

Axe Handles—We quote:

Axe handles, turned, s.g. hickory, doz.	\$3 15
No. 1	1 90
No. 2	1 60
Octagon extra	2 30
" "	1 60

Files—We again quote as follows:

" Arcade "	70 and 10 p.c.
" Black Diamond "	60 p.c.
" Nicholson's "	62 1/2 p.c.

Building Paper—There is an active trade in all grades of building paper. City trade is reported particularly good, and big orders are coming in from country points. We again quote:

Anchor, plain	65c.
" tarred	70c.
Pure fibre, plain	67 1/2 c.
" tarred	80c.

Ammunition, Etc.—We again quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
Ammunition, cartridges, American R.F.	33 1/2 p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Eley's and Kynoch's soft, 12 gauge	15 00
black	15 00
chilled, 12 gauge	18 00
soft, 10 gauge	18 00
chilled, 10 gauge	19 00

Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

Tinware, Etc.—We quote again as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" plain	75 and 2 1/2 p.c.
" pieced	30 p.c.
Japanned ware	37 1/2 p.c.
Enamelled ware, white	45 p.c.
" Famous	50 p.c.
" Imperial	50 and 10 p.c.

Cordage—Rope is steady at prices quoted. The binder twine situation is still very much unsettled, owing to the competition with Canadian makers of the International Harvester Co. It is impossible to quote prices on binder twine. We quote general prices as follows:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 25
Lathyrum	11 25

Axes—Trade is slack, and we quote:

Axes, chopping	\$ 6 75 to 12 00
" double bitts	12 00 to 18 00

Solder—Quoted at 21c.

Bluestone—In fairly active demand now at \$5.75 per cwt.

Iron and Steel—Values are steady, and trade is of normal proportions. We quote:

Bar iron (basis)	2 50
Swedish iron (basis)	4 75
Sleigh shoe steel	2 05
Spring steel	3 00
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Lesson	12 00

Black Sheets—Trade is becoming more active. We quote:

Black Sheets, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

Galvanized Iron—We quote:

Apollo, 16 gauge	4 00
18 and 20 gauge	4 00
22 and 24 gauge	4 25
26 gauge	4 50
28 gauge	4 50
30 gauge or 10 1/2 oz	4 75
Queen's Head, 24 gauge	4 25
26 gauge	4 50
28 "	4 75

Tin Plate—Not much activity at present. Prices are steady. We quote:

Tinplate, 1C charcoal, 20 x 28, box	10 00
" 1X	12 00
" 1XX	14 00

Ingot Tin—Quoted at 35 cents.

Canada Plates—Prices are steady at former figures. We quote:

Canada plate, 18 x 21, 18 x 24	3 25
Canada plate, 20 x 28	3 50
Canada plate, full polished	4 00

Sheet Zinc—Cask lots are quoted at



\$8.25 per 100 lbs., and broken lots at \$8.75.

**Pig Lead**—Quoted at \$4.50 per 100 lbs.

**Iron Pipe**—Business is brisk, and great activity is expected this Summer, owing to the new sanitary by-laws in Winnipeg.

Black iron pipe, ½ inch .....	2 45
" " ¾ " .....	2 65
" " 1 " .....	3 00
" " 1 ¼ " .....	3 80
" " 1 ½ " .....	5 50
" " 1 ¾ " .....	7 45
" " 2 " .....	8 95
" " 2 ½ " .....	12 30

**Petroleum**—Trade is of normal proportions, and values are steady. We quote:

Silver Star, per gal. ....	20½ c.
Sunlight " .....	21½ c.
Eocene " .....	23½ c.
Pennoline " .....	24½ c.
Crystal Spray " .....	23½ c.
Silver Light .....	21½ c.

(In barrels f.o.b. Winnipeg.)

**Paints and Oils**—Linseed oil and turpentine are steady at former quotations. Business in mixed paints is brisk. We quote:

White lead (pure) .....	\$5 00 to \$5 50
Bladder putty, in bbls. ....	0 02½
" " in kegs. ....	0 02½
Turpentine, pure, in barrels. ....	\$ 84
Less than barrel lots. ....	0 89
Linseed oil, raw. ....	0 55
Boiled .....	0 58

**Window Glass**—Values are firm and likely to advance. We quote:

16-oz. O.G., single, in 50-ft. cases—	
16 to 25 united inches. ....	\$225
26 to 40 " .....	2.50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4.00
26 to 40 " .....	4.25
41 to 50 " .....	4.75
51 to 60 " .....	5.25
61 to 70 " .....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches .....	7.35
41 to 50 " .....	8.40
51 to 60 " .....	9.45
61 to 70 " .....	10.50
71 to 80 " .....	11.55
81 to 85 " .....	12.60
86 to 90 " .....	14.75
91 to 95 " .....	17.30
6 to 100 " .....	

### MADE IN CANADA WRINGERS.

Attention is called to the announcement in this issue of J. H. Connor & Son, Limited, washing machine and wringer manufacturers, Ottawa. The firm has been established for over a quarter of a century, and their factory is equipped throughout with every modern facility.

They make a large variety of washing machines, notably the O.K. Rotary, the Capital Famous Connor Improved, Ottawa Magic and Happy Thought Washers. A very striking feature of these machines is the aluminum-bronzed castings. A specialty is made of high-grade wringers, the thirteen different brands manufactured being guaranteed for from two to four years. The rubber rolls are vulcanized to the shaft.

Their new catalogue reflects credit upon the firm and explains the different features of the machines. It will be mailed free to the trade if this paper is mentioned.

**FOR STORAGE IN WINNIPEG**  
Handling and reshipping of goods. Brick warehouse with track facilities  
**MACKENZIE BROS.** WRITE 244 PRINCESS ST. WINNIPEG.  
OR P.O. BOX 579

**GILBERTSON'S**  
  
**COMET**  
Agent: ALEXANDER GIBB, Montreal.

**Brand Galvanized Sheets**

is the brand you should handle unless you want to pay a fancy price for something that will not work any better. Every sheet guaranteed.

Makers: W. GILBERTSON & CO., Limited  
Pontardawe, South Wales.

## A GOOD PAINT

cannot be made from cheap ingredients, nor a poor paint from the best. To prove to you we have the best we will be pleased to send you a sample order.

**The Winnipeg Paint and Glass Co., Limited**

P.O. Drawer 1268

179-181 Notre Dame Ave., East

## London Coiled Spring Steel Wire

PROMPT SHIPMENT



# London Fence

PROMPT SHIPMENT

Rods rolled from steel billets of peculiar grade and temper, best for the purpose known, Are by cold process drawn to wire, well-coated 'gainst the weather, Then converted to a continuous perfect spring from end to end.— Thus is London Spring Steel Wire made—'tis coiled, not kinked, By a process not possible in ready woven fencing.

A in tag, stamped with makers' initials, is threaded on inside end of every genuine bundle.

**London Fence Machine Co., Limited,**  
London and Cleveland.

West. Agents—A. E. Hinds & Co., Winnipeg. Que. and East. Ont.—Phelps & Smith, Montreal.  
Maritime Agent—J. W. Boulter, Summerside, P. E. I.

Shipment guaranteed same day as ordered whether for one ton or fifty tons.



## Trade Conditions in Birmingham

By H. B.

Birmingham, March 9.

WITH an advancing revenue that already shows a surplus of £7,000,000, the hopes of the British taxpayer are naturally more buoyant. Birmingham is proud of the Chancellor of the Exchequer, for the Right Hon. Austen Chamberlain is one of her own sons, being one of the sons of Joseph, whom she loveth, and he is M.P. for an adjoining constituency. The Board of Trade returns continue to indicate a return of national prosperity. Yet the main increase is in cotton, wool, and new ships, and though the Birmingham district supplies details in respect of the latter, the two former have little or no direct effect upon her commerce. Scotland and the North of England are, in fact, feeling the effects of the turn of the tide more than the Midlands. That our turn is coming there can be little doubt, but a feeling of disappointment is general that the early promise of the year has not been fulfilled.

Very largely some of the trades of the Midlands depend upon Government orders. When economy is the order of

tional importance. Yet rolling stock manufacturers are steadily employed, both on home and foreign account, and large engineering firms are busy, and

seems fairly inexhaustible, and firms that are well in the "swim" are reaping a harvest.

Of the general trades, reports vary.



Interior of H. S. Howland & Co.'s New Offices.

in some instance working overtime, upon electric installations and general electrical appliances. Structural engineers are fairly occupied. Cycle manufacturers have been busy preparing for the coming season, and with

Here and there satisfactory orders are being executed, and work is fairly plentiful, but in the Birmingham and Wolverhampton districts, both in regard to orders and the collection of accounts, there is plenty of room for betterment.

In the meantime Canada is placing good orders for tubes, cast-iron pipes and steel billets in the West of Scotland, and the prospects of the Spring trade with the Dominion are stated to be encouraging.

From the Birmingham Exchange no material change in the iron market is reported. Prices are maintaining themselves, but new orders come in slowly. In view of the reopening of the navigation season with Northern Europe, merchants are receiving indents for delivery next month. The inquiry for iron and steel for railway and ship-building and general requirements is steady, but the building, bedstead, ironmongery and cycle trades do not show exceptional activity. Marked bars are unchanged at £8, and unmarked £5 to £5 17s. 6d.

### HOWLAND'S NEW BUILDING.

The accompanying illustrations show two views of the offices which H. S. Howland & Co. have just moved into. The new building is nearly completed, the warehouses being very extensive and thoroughly fire-proof, the walls being of solid brick, the floors, pillars and ceilings of steel and concrete, while the only woodwork used is the partitioning etc., each room and flat being thoroughly isolated from the rest. Messrs. Howland & Co. are better able to serve their customers now that they are well settled in their new home.



View of Offices in the New Howland Warehouse.

the day, and the date of a general election is discussed almost daily in the press, manufacturers can hardly hope for Government contracts of excep-

them it is now or never. On the other hand, the motor industry is becoming of greater importance month by month. The demand for this class of vehicle



**PERSONAL AND TRADE NOTES.**

H. Tune is opening a plumbing and general tinsmithing store at Ingersoll.

William McCoy, one of the oldest hardware commercial travelers at Montreal, died recently.

Duncan McDonald, of Minnedosa, Man., has purchased a hardware business at Shoal Lake, Man.

Mr. J. M. Robertson, of The James Robertson Co., Montreal, has left on a pleasure trip to Atlantic City.

Mr. M. P. Shea, of the Canadian Fairbanks Co., Montreal, is touring Eastern Ontario this week on business.

The Balfour implement Co., Winnipeg, are opening a branch at Crystal City in charge of T. Bullock.

Mr. A. L. Hellem, of The Canada Paint Co.'s staff, of Toronto, visited the head office in Montreal last week.

Mr. Arnold, of A. B. Jenking & Co., of Montreal, has left for a business trip throughout the Western Provinces.

Mr. T. H. Newman, of the Caverhill, Learmont Co., wholesale hardware merchants, Montreal, has left on a pleasure trip to Atlantic City.

The hardware stock of Messrs. Marshall & Bee, of Oil Springs, has been sold to Richard Nicholson, of Zurich, at 55 cents on the dollar.

Henderson & Potts, Limited, of Halifax and Montreal, have purchased the paint works of the James Robertson Co., Limited, at St. John.

E. Pullan has taken over the waste-paper branch of W. G. Harris' business, and has opened an office at the corner of Maude and Adelaide streets, Toronto.

Mr. W. S. Leslie, of the A. C. Leslie & Co., of Montreal, is making a business trip through Western Ontario, and the centre States, which will keep him from his native city for some weeks.

The Dominion Coal Co. recently placed an order with Allis-Chalmers-Bullock, Limited, Montreal, for eleven new Ingersoll coal cutters. The company had already 175 of these machines in operation.

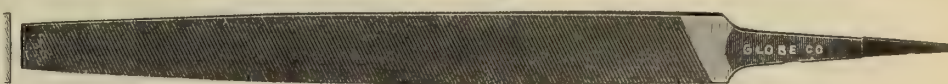
Mr. Thomas D. Bogues, who for the past eight years had charge of the tinsmith department of Mr. J. R. Feick's hardware store at Galt, left a few days ago for Wolseley, Assiniboia, where he has accepted a good situation.

William Norman Morrison and C. E. Morris, who have been doing a hardware business at Lacombe, Alberta, under the firm name of Morris & Morrison, have dissolved partnership, Mr. Morris retiring from the business.

J. E. Jamieson, Moncton, N.B., has received word of the death of his father in Scotland. Mr. Jamieson, senior, carried on a stove and tinware business in Moncton for over 43 years. He died suddenly.

Mr. P. J. Dalie, of New York, representing the head office of the Philip Carey Manufacturing Co., manufacturers of pipe covering, roofing, etc., was a guest at the Windsor Hotel, Montreal, last week. Mr. Dalie is superintending the opening of a new branch office, which is to be situated at No. 22 Victoria square, Montreal.

## NICHOLSON FILE CO., (Dominion Works) Port Hope, Ont. FILES and RASPS

**WARRANTED.**

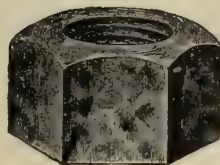
We manufacture 3,000 different styles and sizes.

Daily production 600 dozen.

Thirty-five years' experience.

Our files are sold by all prominent dealers throughout the Dominion.

**WALTER GROSE, Selling Agent, Montreal**



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs,  
Etc. Cold Punched Nuts of every variety of finish.

**INGERSOLL, ONT.**

# SMALL DROP FORGINGS

Send Samples or Specifications for prices.

## THE WALLACE BARNES CO.

**BRISTOL, CONN.**



## IDEAL WOVEN WIRE FENCE

**MAKES MONEY FOR YOU**

Your customer, the farmer, wants a fence that can be put up quickly and easily just when he wants it. Hand-made fences cost too much when you figure the time it takes to build them, to say nothing of the hard work.

Why not sell "The Ideal," the best woven wire fence made? You can build up a permanent trade that will pay you as much as any line you are handling. Other hardware merchants are doing it. Why not you? The Ideal will give satisfaction to your customer and make him your friend.

Have you seen the Ideal? Let us send you a sample and catalogue showing why Ideal fence made from No. 9 hard steel wire throughout is the strongest and the best value.

**COILED-SPRING WIRE** and other Fence Wire unexcelled in quality, shipped promptly.

Ask us about the Ideal all-metal farm gate.

**THE MCGREGOR-BANWELL FENCE CO., Limited, WALKERVILLE, Ont.**  
Merrick, Anderson & Co., Winnipeg, Man., Sole agents for Man. and N.W.T.



# Plumbing Markets

## THE PLUMBING SUPPLIES MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 24, 1905.

**L**OCAL wholesale supply houses still continue to receive large and well-assorted orders. The comparatively mild weather of the past few days has allowed some of the master plumbers to finish inside work which was started last Fall. Those who are not busily engaged with practical work are engaged in tendering for numerous large buildings which are to be erected in this city during the coming Summer. Trade is still dull in the Lower Provinces. Prices are all firm, but nevertheless steady. A scarcity is rumored in iron pipe and enamel ware.

**Range Boilers**—We quote: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—The demand for lead pipe continues fair. Prices are steady and continue unchanged. We quote: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—Large orders of a well-assorted nature are being booked, shipments to take place after the opening of navigation. No change is noted in the price lists. We quote: Soil pipe standard, 50 and 10 per cent. off list. Standard fittings, 50 and 10, and 10 per cent. off list. Medium and extra heavy soil pipe 60 per cent. off. Fittings 60 and 10 per cent. off.

**Iron Pipe Fittings**—Prices remain the same. Discounts on all sizes of nipples up to six inch, 67 1-2 to 70 per cent.

**Iron Pipe**—The demand is increasing for iron pipes, and to cope with the large number of sales that are being made mills are in operation night and day. Prices are very firm, but present conditions do not warrant a change. We quote: Standard pipe, in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 1-2 per cent.; 3-8 inch, 62 1-2 per cent.; 1-2 inch, 72 1-2 per cent.; 3-4 inch, and upwards, 74 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 62 per cent.; 3-4 inch and upwards, 64 per cent. Extra heavy pipe of 100 feet

\$56.00; 2 inches, \$50.00. The discount for black pipe is: 72 1-2 per cent., and for galvanized, 61 per cent.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, March 24, 1905.

**A**BSOLUTE quietness seems to prevail in the plumbing trade just now, a very peculiar condition considering the time of the year. January was a big month for the jobbers, February was decidedly poor, while March has been little better, although the trade done thus far in 1905 is ahead of 1904, when trade was demoralized by the snow blockade. The quietude of the past week is a condition, however, which will soon give place to a general activity as building operations are opening up, and the present is probably the lull before the storm. There is very little to report, no changes in prices having taken place, little trade being done, few outsiders having visited the city, and the expected change in iron pipe quotations not having materialized.

**Lead Pipe**—Trade continues active, prices remaining steady. We quote: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—The market is normal. Prices remain as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—The demand is less active, prices remaining unchanged. We quote the following: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged, unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—A steady demand is noted. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—There is a normal demand, while prices remain as before. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches,

\$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

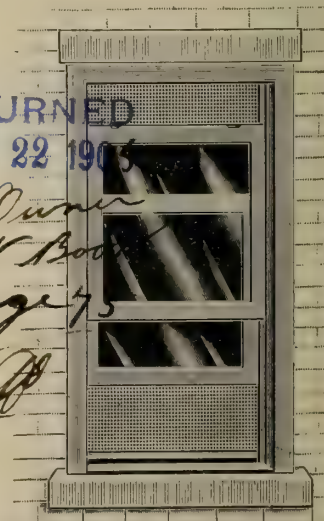
**Iron Pipe**—The demand is decreasing, prices being unaltered. Our quotations are as follows: Black, 1-4 inch, \$2.03; 3-8 inch \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1-4 inch, \$5.62; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86, 3-8 inch, \$2.89; 1-2 inch, \$3.14; 3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch, \$7.87; 1 1-2 inch, \$9.45; 2 inch \$12.60.

**Solder**—Prices remain unaltered, the demand being normal. We quote: Bar solder, half and half, guaranteed, is quoted at 18 1-2c; wiping solder at 17 1-2c, and refined 17 1-2c.

**Enamelled Ware**—The demand for Standard Ideal enamelled ware continues steady. We quote: Baths rolled rim 5 1-2 feet, 2 1-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50; B quality, \$2.00.

### Improved Window Screen.

The Dominion Roller Screen Company, 18 Toronto street, Toronto, are introducing a wire window screen which



Roller Wire Window Screen.

works on rollers and can be adjusted to all windows that are raised and lowered. No matter how much the sash is moved, the screen fills the open space. The screen is invisible when not in use and never has to be removed when windows are being washed or cleaned. This should be a splendid seller among the retailers' customers, and a paying side line.



THIS IS OUR BRAND

P-H



You Want It.

See that You Get It.

PIPE THAT IS PIPE



THIS IS OUR TAG



BLACK AND GALVANIZED.

TAKE NO OTHER.

PAGE-HERSEY IRON AND TUBE CO., LIMITED, GUELPH, CANADA

## BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not, got them, write direct to

**R. E. THORNE**

768 Craig Street  
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29 Melinda Street  
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## JARDINE'S Taps and Dies

They are Always Right.  
Quality --- THE BEST.



**A. B. JARDINE & CO.**  
HESPELER - - - ONTARIO

## GLAUBER

GUARANTEED



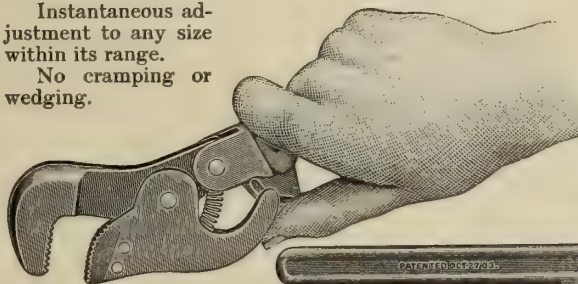
Always Work Easy

BEST IN THE WORLD

## THE BULLARD AUTOMATIC WRENCH

PATENTED OCT. 27, 1903

Instantaneous adjustment to any size within its range.  
No cramping or wedging.



Increased Leverage, Strength and Efficiency. No lost motion. Instantly locks and unlocks.

Will not crush the lightest pipe.

Cannot slip. The harder the pull the stronger the grip.



Expert mechanics pronounce it  
**THE STRONGEST WRENCH ON THE MARKET.**  
A Monkey, Ratchet, and Pipe Wrench combined.

Sold by all Jobbers in United States, Canada, and Foreign Countries.

Manufactured only by  
**BULLARD AUTOMATIC WRENCH CO.**  
PROVIDENCE, R. I.

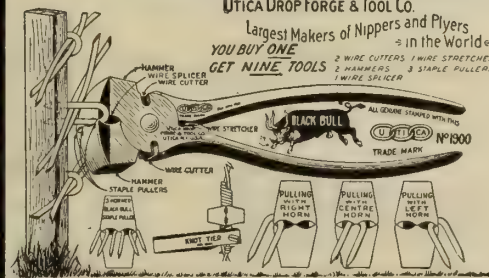
WRITE FOR BOOKLET  
AND PRICES.

## UTICA FENCE TOOL & BUTTON PLYER

UTICA DROP FORGE & TOOL CO.

Largest Makers of Nippers and Plyers  
in the World

YOU BUY ONE  
GET NINE TOOLS



## UTICA BLACK BULL

### THREE HORNED STAPLE PULLER

Has Three Strong  
Pulling Points.

Each Tool is Tested before leaving  
the Factory.

Fully Guaranteed.

Write for Green Book of Hardware.

**UTICA DROP FORGE & TOOL CO.**  
296 Broadway, NEW YORK.

Canadian Office, 215 Coristine Bldg.,  
MONTREAL, Canada.

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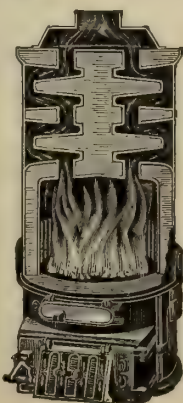
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## THE ECONOMICAL HOT WATER BOILER

This Boiler embodies new principles, wrought out by a practical man, after 16 years' experience with every boiler on the market.

BOOKLET ABOUT IT---FREE.

**P. GIES, Founder, BERLIN, ONT.**





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### INTERIOR HARDWOOD FINISH OF ALL KINDS

## Steel Roofing and Siding, \$2.00 per 100 Sq. Ft.

Painted red on both sides. Most durable and economical covering for Roofing or Siding, for Residences, Houses, Barns, Elevators, Stores, Churches, Poultry Houses, Cribbs, etc. Easier to lay and will last longer than any other covering. Cheaper than wood shingles or slate. No experience necessary. A hammer and snips are the only tools required. It is semi-hardened high grade steel. **Brick or Stone Siding at \$2.00 per 100 Square Feet.** Pedlar's Patent Steel Shingles at \$2.50 per 100 Square Feet. Also Corrugated Iron, Painted or Galvanized, in sheets 96 inches long. Beaded and Embossed Ceilings. V Crimped Roofing. 2000 designs of Roofing, Siding and Ceilings in all grades. Thousands of buildings through the Dominion covered with our Sheet Metal Goods making them

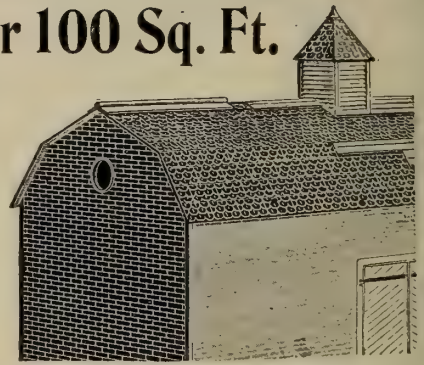
**FIRE, WATER AND LIGHTNING PROOF.**

Send in your order for as many squares (10 x 10 feet) as you require to cover your new or old building. The very best roofing for this climate. We can supply Eave Trough, all sizes, Corrugated or Plain Round, Conductor Pipes, Shoes, Elbows, Spikes, Tubes.

All goods shipped day after order is received. We are the largest concern of the kind under the British Flag. Established 1861. Capital Invested \$150,000.00.

**PEDLAR PEOPLE, OSHAWA, ONTARIO, CANADA.**

Eastern Warehouse—767 Craig St., Montreal, Quebec.



Other Tools are very  
Good Tools, but

## "YANKEE TOOLS"

ARE  
BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS  
of the KIND.

### SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.

No. 31— " " (heavy pattern)

No. 20— " " right hand only.



No. 12—RATCHET, with stub blade.

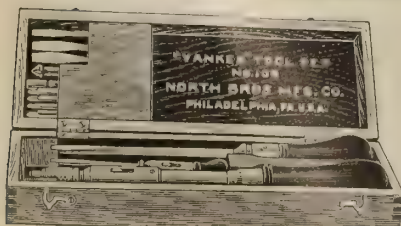
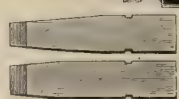
Chuck and 8 Drill Points,  
for spiral ratchet  
screw driver.



Countersink,  
for spiral ratchet  
screw driver.



No. 60—POCKET  
SCREW DRIVER.



### DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

## NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



## Fire Notice

We are pleased to inform our customers that the fire on the 3rd inst. did not destroy any of our works except the tower used in painting Screen Cloth. All other departments have been and are running as usual. Orders for Screen Cloth will be filled promptly from stock in Hamilton and Montreal.

**The B. GREENING WIRE CO.**

LIMITED

MONTREAL, Que.

HAMILTON, Ont.

## Dillon-Hinge Stay

Why handle Barb and Coiled Wire at no profit when you can have a fair margin on our

**DILLON FENCING.**



Got up specially for the hardware trade.

Easily put up and at the most moderate prices.

Write for Prices in Car or Small Lots.

**OWEN SOUND WIRE FENCE CO., LIMITED,**

Owen Sound, Ont.

**CAVERHILL, LEARMONT & CO.,**

Eastern and Western Agents,

Montreal and Winnipeg.

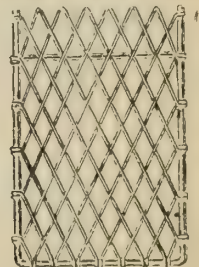


*We manufacture a complete line of*

## Wire and Iron Work

Wire Window Guards, Iron Fencing, Cresting,  
Stable Fittings, Fire Escapes, etc., etc.

New general catalogue now ready—You should have it for reference.



**DENNIS WIRE & IRON CO.**

London, Ont.

## COILED FENCE WIRE

Write for our prices on Spiral  
Coiled, Galvanized, Hard Carbon  
Steel Wire, Nos. 9 and 12. Prices  
that will interest you.

ALSO MANUFACTURE

HEAVY WOVEN FENCING, STEEL GATES, FIRE ESCAPES.

**NATIONAL FENCE CO., - Merrickville, Ont.**



# HILGER'S HARDWARE

Guaranteed  Best Quality

SOLE AGENTS FOR CANADA

E. F. WALTER & CO., MONTREAL 166 and 168 MCGILL STREET



## HOLLOW-WARE

PRESSED,  
STAMPED, and  
MACHINE-MADE.

ENAMELLED, TINNED, GALVANIZED and JAPANNED

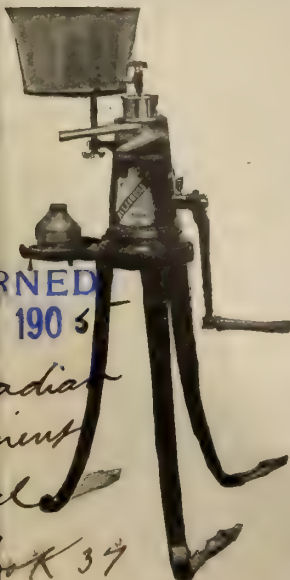
We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The **Welsh Tinsplate & Metal Stamping Co., Ltd.**  
LLANELLY, WALES

## THE "TITAN-ALEXANDRA"

The Most UP-TO-DATE CREAM SEPARATOR in the market!



**ENTIRELY NEW MODEL!**  
*Simplified Plate System  
and Self-balancing  
Principle Combined!*

**FURTHER IMPROVEMENTS:**  
Non-Slipping Bowl Device; Steel  
Spring Instead of Rubber Ring.

**Hand Separators:**  
22, 45, 65 and 110 gallons.

**Power Separators:**  
155, 265 and 500 gallons.

**General Agents Wanted**

Write direct to

**ALEXANDRA  
SEPARATOR CO.,**

65, 67, 69 Mount Pleasant,  
LONDON, W.C., England.

## SAMUEL LEWIS & CO.

(ESTD. 1750)

LIMITED

**DUDLEY**  
ENGLAND

MANUFACTURERS OF EVERY DESCRIPTION OF

**WROUGHT NAILS,  
RIVETS, BOLTS AND NUTS**

Chains, Cables, Anchors, Anvils, Vises, Hammers,  
Cramps, Pickaxes, Wrought Iron Hinges, Pulley  
Blocks, Shipping Tackles, Hames, Curry Combs,  
Saddlers' Chains, and Gear Work.

**Rabbit, Vermin and Other Traps**

**HORSE AND MULE SHOES,  
OX SHOES AND OX NAILS.**

FROST NAILS AND STUDS, CHAIN HARROWS, SPADES,  
SHOVELS AND FORKS,  
TOOLS, ODD WORK, &C., &C.,  
TELEGRAPHIC IRONWORK,  
RAILWAY FASTENINGS.

**Goods Made for all Markets.**

**N.B. - Noted throughout the world for goods  
of superior quality.**

LARGE STOCKS KEPT.

ORDERS EXECUTED PROMPTLY.



## Catalogues and Booklets

### Rice Lewis' Sporting Goods.

Supplementary catalogue No. 33 dealing with sporting goods is being sent out by Rice Lewis & Son, Toronto. The book is a comprehensive one of 96 pages inside a substantial red cover, on the back of which is a picture of the well-known stores and warehouses of this time-honored establishment.

The first half of the catalogue deals with rifles, guns, revolvers, ammunition, hunters' goods and accessories, a very large and varied line being illustrated, showing that the stock carried by Rice Lewis is thoroughly up-to-date. The assortment of hammerless and repeating shot guns is very large, while rifles, pistols and revolvers are also shown in considerable quantity. Shot, shells and other ammunition occupy considerable space, as also does hunters' tools, and such necessities as hunting coats, caps, cots and folding boats.

Hunting knives, traps, compasses, field-glasses, fishing tackle, rods, lines, reels, hooks, flies, nets, baskets, trolling baits and other fishing supplies are illustrated in great assortment, while baseball goods, balls, bats, mits, and masks, cricket bats and balls, etc., tennis nets, rackets, etc., golf clubs, balls, etc., lacrosse sticks, gloves, etc., striking bags, fencing foils and masks, footballs, basket balls, dumb bells, quoits, snowshoes, hand cuffs, hammocks, dog collars and supplies, saluting cannons, etc., are only a few of the many sporting lines which are represented in the catalogue spoken of, which will be sent to any dealer who mentions Hardware and Metal. It is well worth sending for.

### Contracts for Ideal Fencing.

The McGregor-Banwell Fence Company, Limited, of Walkerville, Ont., manufacturers of Ideal Woven Wire Fencing, have secured the contract for fencing the James Bay Railway, 170 miles, Guelph & Goderich Railway, 80 miles, Victoria Beach & Middleton Railway, N.S., 83 miles, and Canadian Pacific Railway, Pheasant Hills Branch, N.W.T., 155 miles. In addition to this the C.P.R. have arranged with them for fencing required for maintenance purposes. Ideal Fencing, made with No. 9 hard steel wire for both stays and horizontals, has been found by the railway companies to be well adapted for their purposes, being a splendid barrier against stock. Dealers desiring a good fence for farmers should write to the McGregor-Banwell Fence Company for

their illustrated catalogue. It will be mailed free to any of our readers.

### Ice Cream Freezers.

A neat little booklet has been issued by the North Brothers Manufacturing Company, Philadelphia, Pa., describing their "American Twin" freezers which are supplied with automatic twin scrapers, cedar pails with electric welded wire, and cans of heavy tin plate with drawn steel bottoms. This machine is capable of making two flavors at one time, and is thoroughly up-to-date. The company also manufactures ice-clippers and shaves, "Lightning," "Gem," "Blizzard," "Jumbo Lightning," "Crown," and large machine freezers as well as ice breakers. Mention Hardware and Metal when sending for the booklet.

## SAVED—LOST

**One cent saved often means Dollars lost. Don't fail to send a Post Card to our advertisers asking for full information about their goods.**

**Don't buy with your eyes shut.**

### Metal Shingles.

The Metal Shingle and Siding Company, Limited, of Preston, announce that they are preparing a new catalogue and expect to have it ready for mailing in about a fortnight. They state that a new Gothic classification is being incorporated in the new ceiling catalogue, the classification excelling anything which has yet been given to the trade. Dealers who desire to see for themselves should send for one of the books, mentioning Hardware and Metal.

### Valve Troubles.

The trade are continually facing problems due to defective construction or improper use of valves. For this reason a short booklet, "Valve Troubles and How to Avoid Them," issued by Jenkins Bros., 35 High Street, Boston, should prove of great value to both master plumber and retail merchant. The book is not merely a "write-up" of Jenkins' valves but gives valuable information. The book is well worth writing for.

### Mechanics' Reference Book.

The Stanley Rule and Level Co., New Britain, Conn., issue an 144-page reference book that the Canadian hardware trade might use to advantage. It is their "Catalogue 34," a mechanic's reference book, giving information re rules, plumbs and levels, planes, squares, bev-els, braces, mitre boxes, screw drivers, and miscellaneous wood-working tools. The book is designed for distribution among mechanics and a supply will be sent to any retail hardwareman desiring same. It should help to sell goods.

### Canadian Enamelled Ware.

Canadians have realized that the industrial development of the country is dependent on the success of each new industry established within its borders. It is with satisfaction, therefore, that they note the growth and development of such companies as the Standard Ideal Sanitary Co., Port Hope, manufacturers of plumbers' enamelled ware. The announcement was made some weeks ago that this company had found such a demand for their goods that they had doubled the capacity of their plant. Now they have in preparation a large catalogue showing by illustration the design of the various kinds of ware made by them. Every Canadian master plumber or dealer in plumbing supplies should send in his name for this catalogue so that it will be sent to him immediately on issue.

### Lock Catalogue.

An illustrated lock catalogue has been issued by the firm of T. W. & J. Walker, manufacturers of locks, at Wolverhampton, Eng. The catalogue consists of one hundred and twenty-three pages and illustrates every pattern of lock manufactured by these people. The bronze work in the illustrations easily conveys to the reader which part of the lock is manufactured of brass and which is made of steel or iron. Among the many patterns illustrated, are locks for furniture, all patterns of door locks, padlocks, all manners of latches, plate locks, rim locks, chain padlocks, and trunk locks. Wholesale merchants who do not already possess one of these catalogues would do well to send to the head office at Wolverhampton.

### The Colonial Range.

The Percival Plow & Stove Company, Merrickville, have gotten out a neat little folder illustrating the construction of their ranges and cook stoves. The folder should be in the hands of every dealer in stoves in Canada, and merchants sending are requested to mention this paper when writing. "Colonial" goods are deservedly forging their



way to the front and the dealer who does not compare these goods with other lines is not up-to-date. Many excellent features are incorporated in these stoves and ranges. The company also manufacture a splendid line of plows and wheelbarrows.

#### Telephone City Stoves.

Telephone City Stoves, Limited, of Brantford, Ontario, are making rapid progress and in addition to their very excellent line of "Telephone City" airtight single and double wood heaters they are putting a cheaper series of wood heaters on the market for this season.

The new coal heater has been severely tested during the past winter with most gratifying success; and for this year two additional sizes will be made, also a double heater and an additional series with cast-iron tops and base. Both series of coal heaters will be fitted with either an improved draw centre grate with good clearance, or with Ramson duplex grates, as preferred.

Dealers who are looking for a thoroughly practical coal heater which will give more heat with less fuel and will carry fire over a long night and yet have the prices reasonable should carefully inspect the merits of "Telephone City" top draft coal heaters.

The company has a new catalogue in hand which they will be pleased to forward to applicants.

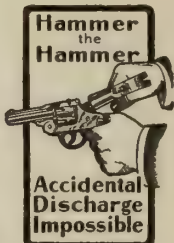
#### An Architect's Catalogue.

An illustrated catalogue has been issued by Joseph Bardsley, of 151 Baxter street, New York, manufacturer of oil door checks and springs, checking and other floor spring hinges, door holders, wood door knobs, door stops, etc. Each article is fully illustrated and this, with a fair amount of valuable information, and price lists, makes a very beautiful catalogue. Readers of Hardware and Metal mentioning the name of the paper may receive a copy free of charge from the head office.

#### Electric and Gas Fittings.

A. D. McArthur & Co., 50 Colborne Street, Toronto, have appointed Canadian agents for Charles Joyner & Co., Ltd., Birmingham, England, who are well known as manufacturers of high-class gas fittings, electric light fittings, etc. Four large and comprehensive catalogues of these goods have been supplied to Hardware and Metal and will be valuable additions to our catalogue file. Mr. McArthur will do his business largely through catalogues and samples and any dealers who write for information will oblige us by mentioning this paper in their correspondence.

## Claimed and Proven Superiority of Iver Johnson Revolvers



New York Office:  
No. 99 Chambers St.

**We claim**—They are safer than other revolvers.  
**Proof**—"Hammer the Hammer."

**We claim**—Reliability.  
**Proof**—The satisfaction given to more than a million users.

**We claim**—They are the best advertised.  
**Proof**—Watch the magazines.

**We claim**—They are the best revolvers made.  
**Proof**—They have the largest sale of any revolver in the world.

And thus we might go on and substantiate every claim ever made for **IVER JOHNSON** Revolvers; but suffice it to say—

The trade Prefer them  
and  
The public Demand them.

Send for finest fire arms catalogue ever published.

**IVER JOHNSON'S ARMS & CYCLE WORKS,  
FITCHBURG, MASS.**

## THE LEADERS



STYLE "A"



STYLE "E"

Style "A" with Double Reversible Steel Bow Lever, Patented Cream Breakers.

Style "E" with Hand and Foot combination drive and spring attachment, producing an easy and elastic motion.

The Pittman is quickly detachable from churn.

Both styles are fitted with our improved Steel Ball Bearings and mounted on Rigid Angle Steel Stands.

**THE DOWSWELL MANUFACTURING CO., LIMITED  
HAMILTON, ONT.**



# ALEXANDER GIBB

**Manufacturers' Agent and Metal Broker**

**Office and Sample Room, 13 St. John St.**

●———**MONTREAL**

**Representing**

**Standard Chain Co., Pittsburg, Pa.**

Hardware Chain and Chain of all kinds. Railroad Chain, Brake and Switch Chains made to specification and test. Agricultural and Waggon Chains. Marine Chains, Ships' Cables, etc.

**Ansonia Brass & Copper Co., New York.**

Factories at Ansonia, Conn.—Brass and Copper Sheets, Rods, Tubing, etc

**W. Gilbertson & Co., Limited, Pontardawe, Wales.**

"Comet" brand Galvanized Sheets, Black Plates.

**Glanrhyd Tinplate Co., Pontardawe, Wales.**

Tinplates. "CELYN" brand for Cokes, and "PYTHON" brand for Charcoals, Siemens-Martin quality.

**J. Beardshaw & Son, Limited, Baltic Steel Works, Sheffield, Eng.**

Tool Steel, File Steel, Saw Plates, etc.

**Andersson & Lindberg, Gothenburg, Sweden.**

Swedish Charcoal Iron and Nail Rods, Iron and Steel.

**Schroeder & Stadelmann, Oberlahnstein, Germany.**

Ochres, Umbers, Siennas, Vandyke Brown, Oxides, etc.

**Jaffe & Sons, Manchester.**

All kinds of English General and House Furnishing Hardware, etc., also Sole Sales Agents in Canada for RYLANDS BROS. LTD., Manufacturers of Galvanized Wire Netting, Wire, etc

**Springfield Machine Screw Co., Chicopee, Mass.**

Belt Punches, Nail Sets, Hack Saw Frames and Blades, Tap Wrenches, Calipers and Hardware Specialties.

**Cleveland Stamping & Tool Co., Cleveland, Ohio.**

Water Filters, Lava Enamelled, "Lava" Enamelled Ware, mottled and blue.

**Halifax Shovel Co., Halifax, N.S.**

Shovels, Scoops, Spades. "Fenerty," "Brookfield" and "Gilmour" Brands.

**Cameron Dunn Manufacturing Co., Strathroy, Ont.**

Fork, Axe, Pick, Sledge, etc., Handles.

**Meaford Wheelbarrow Co., Meaford, Ont.**

Wheelbarrows, (wood and steel) Wheels, Washing Machines, Warehouse Trucks, Hods, Skids, etc., also Dump Carts.

## FAIRBANKS' STANDARD SCALES

### FOR THE DAIRY

This Suspension Butter Scale is for weighing tubs of butter and cheeses. All the bearing and working parts of the scale are at some distance above the platform and out of the way of salt and moisture necessarily present. Can be swung out of the way when not in use.

This Dairy Scale has a double beam with 100 x 1-2 lbs. on each bar. It is much used for weighing milk, the tare of the can being taken by one of the poises and the other poise left free for weighing the net amount.

Where ACCURACY, DURABILITY and SENSITIVENESS count

**"Fairbanks' Scales Lead"**

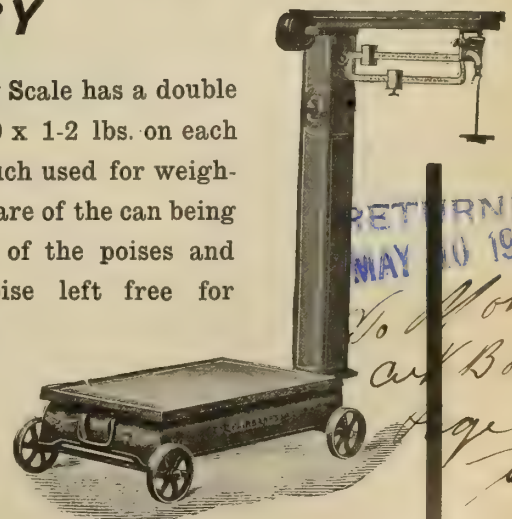
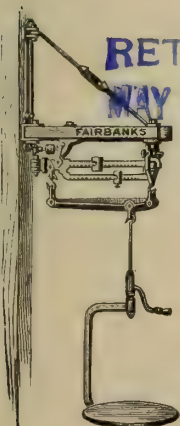
## THE CANADIAN FAIRBANKS CO., LIMITED

MONTREAL

TORONTO

VANCOUVER

WINNIPEG







If you were sure you could buy for 60c. per foot a satisfactory hog trough good for 10 years' hard usage, you would buy quick, wouldn't you? Our Patent Steel Trough will fill this bill easy. Honestly made, heavy and strong, nice rounded edges. It's a winner. Money back if not as represented. Every foot guaranteed.

Get free catalogue from

**The Steel Trough & Machine Co.,**  
Tweed, Ont.

## ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and**  
**ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

## IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

### Turnbull & Henderson

Customs Brokers, Forwarding and Distributing Agents,  
Vancouver, B. C. Satisfactory service g.

Unless you try them you cannot tell what value there is in

## "Windmill Best"

Galvanized Sheets

LOWEST PRICES QUALITY RIGHT

Made by

**John Summers & Sons, Ltd.**

STALYBRIDGE, ENG.

Agent

**F. HANKIN,** - **Montreal**

"The Best South Wales Produces"

in TERNE PLATES

**"DEAN"** The Original Brand  
with the coating  
that lasts.

IN POLISHED CANADA PLATE

**"FRONTIER"** Black Color  
and Fine  
Polish.

Steel that seams without breaking

**FRANKLIN SAUNDERS & CO., Limited**  
MONTREAL

(Wholesale trade only supplied)

## INDUSTRIAL PROGRESS IN BRITISH COLUMBIA.

By G. S. B. Perry.

THE gradual development of manufacturing industries in this province is a most encouraging sign of the times. The latest prospective addition to the manufactures centred in Vancouver is a nail works. A site has been selected, machinery and equipment purchased and stock of steel rods for drawing and making into nails also purchased. The expectation is that in a very few weeks the actual work of turning out nails will have begun. The machinery is expected to arrive from the east very shortly. Mr. S. Weaver is one of the principal promoters of the new industry. Last Fall a wire-drawing plant was installed by the B. C. Wire and Cable Co., which has since done a good deal of business. The making of galvanized steel wire for fencing and other purposes, steel wove cables as well as galvanizing of all sorts is undertaken. The black rods for drawing are imported from England direct.

Another industry which is establishing itself very firmly is the A. J. Burton Saw Co., which is making all sorts of rotary and band saws for saw and shingle mills. This industry is likely to develop into a very large concern as the lumber industry of the province expands. The practical saw-making is in the hands of expert and capable men.

The Spring unrest seems to be showing itself early in the building trades. The plumbers have filed a demand for an advance from 50 to 60c. per hour, and they have already an eight-hour day. The tinsmiths also demand an increase from \$3.50 for a nine-hour day as at present at \$3.60 for an eight-hour day. There is also some talk of the carpenters demanding a raise of \$3.50 at the expiration of their present contract on May 1. Their present rate is a minimum of \$3.50 for an eight-hour day.

The change in ownership, or control of the Granby smelter and the mines associated in the same company has not been followed by any falling off in activity. A new ore crusher was recently installed at the mines and will be put in commission at once. This is the second one installed in two years, the other having been put in on the Knob Hill, in Phoenix camp. Each has an hourly capacity of 150 tons of ore crushed per hour.

Ballarat Creek is the name of a new hydraulic property in the Yukon district which is to be exploited, a company with \$300,000 capital having been formed, with a number of Vancouverites interested in it for the purpose. The

other members of the company are Toronto people, Messrs. F. E. Davison and A. E. Davison representing the principal part of the capital. Recently these gentlemen with a party of men went north to Dawson, to get ready for the Summer season. The ground this company has secured is comparatively new, little work having been done heretofore. It is 55 miles down stream from the confluence of the Selkirk with the Yukon. On the ground 80 prospect shafts have been sunk and good results shown in all cases. With an unlimited supply of water for the big monitors it is intended to install, there will be no difficulty in operating the lease, and big returns are expected from the season's work.

Northern shipments have not yet begun to move, but there is a fairly large business in prospect. The transportation companies have come to arrangements for the season, which does not mean that the shippers are to have any great advantages, but merely that the division of the spoils between the White Pass Railway and the steamship lines engaged in the northern traffic, has been arranged.

In expectation of very big operations in the salmon cannery line this year, heavy importations of tin, etc., for cannery supplies are being brought forward. As the season opens earlier on the northern coast of B. C., the shipping of supplies for fitting out the canneries on northern rivers is beginning to be active already. On the Fraser there is little yet doing, for the season does not open till after July 1, so that there is plenty of time for preparation. The canneries are all being got ready in anticipation of the recurrence of the "big run" which is ordinarily every fourth year, this being the year.

Building in coast cities is fairly active this season, and exceptionally fine weather, with absolutely no rain, has made March an ideal month for house construction. The number of buildings now under construction is larger than at this time last year.

Markets show but little difference from what they have stood at for some time. An advance of ½c. per lb. in manila rope is quoted by the dealers.

The hardwaremen are equally interested in the recent legislation to tax commercial travellers not "permanently domiciled" in the province, \$50 being the amount fixed. The law becomes operative at once.

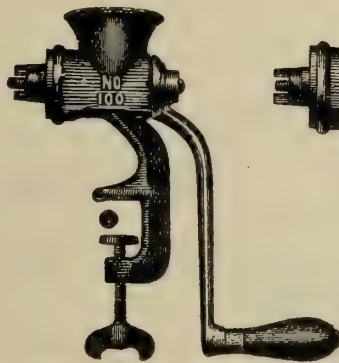


# The A1 Tinned Food Choppers

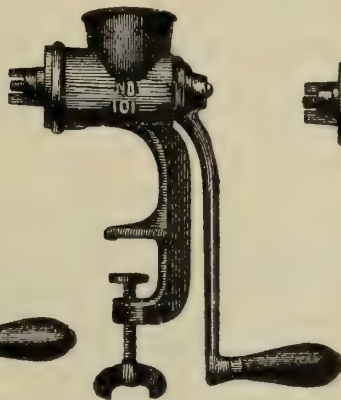
—IN 4 SIZES—

A★1  
TRADE MARK

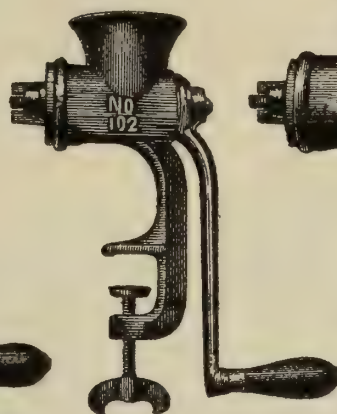
No. 100



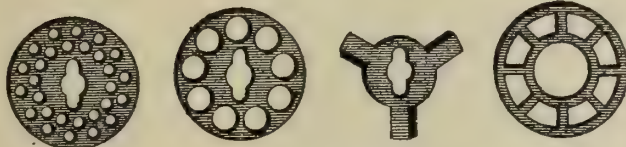
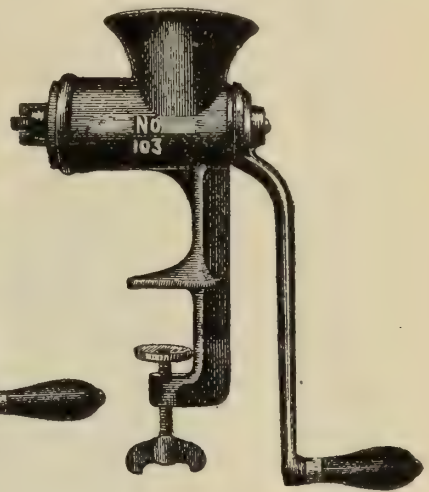
No. 101



No. 102



No. 103



The best finished and most attractive chopper in the market. 4 steel reversible plates.

**F. W. LAMPLOUGH & CO., Montreal**

## THE 4 MAPLE LEAF BRANDS HIGH-GRADE BINDER TWINE



Trade Mark Registered

Gilt Edge	-	650 ft.
Gold Leaf	-	600 ft.
Silver Leaf	-	550 ft.
Maple Leaf	-	500 ft.



BINDER TWINE.

**BEST**—For the **Dealer** to buy to sell,  
because

**BEST**—For the **Farmer** to buy to use.

Enquiries receive prompt attention.

**The Brantford Cordage Co., Limited**  
**Brantford, Canada**



# THE TORONTO SILVER PLATE CO., LIMITED

## SILVERSMITHS

AND MANUFACTURERS OF

## ELECTRO-SILVER PLATE

of every description and suitable for all markets.

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HELENA PATTERN IN PLATE

We have just issued a new Flatware Catalogue. If you have not received a copy write for it.

FACTORIES AND SALESROOMS

**WEST KING ST., TORONTO, CANADA**

E. G. GOODERHAM, Managing Director



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

THE C.P.R. is doing active development work in British Columbia.

Mr. Marpole, western superintendent of the C. P. R., says that the C. P. R. not only intend to build north to Comox, on Vancouver Island, but west to Barkley Sound, from which point the west coast of Vancouver Island will be handled. The contract for the new C.P.R. hotel at Victoria, which will cost half a million dollars, has been awarded. The C.P.R. have expended three million dollars on Vancouver Island and Victoria in the last few months. It is also the intention to replace the present car ferry from Ladysmith, via Vancouver Island and Vancouver, with a modern ferry to accommodate two dozen cars and provide an adequate service for unbroken carload shipments to Victoria.

A nail factory is being established at Vancouver.

Work on the Hamilton, Ancaster, and Brantford Railway has commenced.

Victoria, B.C., has declined to bonus the British America Paint Company.

The Dailey Rotary Engine Co., Galt, expect to make an important announcement to the trade shortly.

The Canadian Northern Railroad Company has placed an order with British works for 20,000 tons of rails.

Clark & Demill, of Galt, expect to be established in their new factory at Hespeler about the middle of March.

Berlin is offering inducements to have the Dennis Wire and Iron Works of London to locate in "Busy Berlin."

A bylaw to grant a loan of \$15,000 and exemption from taxes to the Sampson Bolt Co., was carried in Gananoque a few days ago.

The Economic Construction Company of Toronto are endeavoring to secure a franchise from this city for the erection of a gas plant to cost about \$60,000.

A Board of Trade has been formed at Picton, with H. B. Bristol as president, D. J. Barker vice-president, P. C. MacKie, secretary-treasurer, and about 45 members.

The Fairbanks-Morse Company may build a factory at Toronto Junction. They manufacture gasoline engines, pumps, etc., and have several large concerns in the States.

A large boiler has been installed for the Rat Portage Lumber Co. by the Manitoba Iron Co. The boiler is eighteen feet long and seven feet in diameter. It contains 104 four-inch flues.

The shell plate is nine-sixteenths in thickness.

The latest concern to choose Montreal as a factory site is the Universal Spring Motor Company, Limited, which is to manufacture the universal spring motor, as well as electric, water and steam motors.

The Canadian Northern Railway are building five very extensive bridges of steel and masonry at the different crossings of the Saskatchewan River. It is estimated that the total cost of these five fine structures will be close on to \$1,500,000.

The Canada Foundry Company, Limited, of Toronto, is under contract for the steel work of the crossing near Battleford, which is the largest, and also for the one at Fort Saskatchewan. The Canadian Bridge Company, Limited, of Walkerville, has the other three crossings.

The directors of the Canada Car Company have decided that the entire big plant to be erected at Montreal shall be constructed of concrete. The main building will be 1,010 feet long and it will be the first concrete plant to be erected in Canada.

The Forest City Paving Company of London, has been awarded the contract for the construction of the large foundry for the Ontario Wind Engine and Pump Company at Montreal, and also

got the contract for the erection of a 75,000-gallon water tank, which will be 105 feet high.

The Ontario Electrical Development Company is preparing to supply the towns and cities with electrical power from Niagara Falls. It has let the contract for a new half-million dollar powerhouse at Niagara Falls. From there it will send power to Toronto and through Western Ontario.

The annual statement of the Canadian General Electric Company, states that profits for the year were \$582,519.60, or \$70,298.81 in excess of profits in the previous year. The reserve fund is now \$1,239,740.00 plus \$100,000.00 at credit of Contingent Account, and \$81,913.42 balance at credit of profit and loss, making the total surplus \$1,421,683.42.

Reports from the woolen centres state that the export trade to Canada just now is extremely sound. Large orders are daily being booked. An order for 7,000 tons of cast iron pipes for Canada has been placed with Glasgow and English firms. Other Canadian contracts are expected at Glasgow. Canadian orders for Sheffield steel are stated as satisfactory.

A steel railway dry dock is now assured for North Sydney, Cape Breton, of sufficient capacity to accommodate steamers and vessels of five thousand tons. The necessary capital of \$250,000 has been subscribed, most of which is held by Joseph Leiter, the famous wheat king, and other Chicago people. The Dominion Government will give a subsidy of \$6,000 a year, and the concern will have a local bonus and Provincial subsidy. Captain J. A. Farquhar of Halifax is the principal man behind the promotion of the enterprise.

**Made from the very BEST  
ENGLISH STEEL in a Factory  
solely devoted to  
making Hack Saw Blades.**

**in all Lengths, Widths and  
Gauges for use both in  
Hand Frames and in Power  
Machines.**

## HACK SAW BLADES

**Hardened all through  
Uniform in temper  
Well Set Teeth**

**By CHARLES BAYNES,**

**Knuzden Brook,  
BLACKBURN,  
England.**

**REPRESENTATIVE WANTED IN CANADA.**



We illustrate herewith one of the numerous recent additions  
 —to our line of—

# **PENINSULAR**

## **Stoves and Ranges.**

RETURNED

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No Owner  
 out Book 37  
 Page 62



**The Household Peninsular for Coal and Wood.**

**TWO SIZES - Ovens 19x19, and 21x21.**

**DUPLEX GRATES—Square or with Reservoir—Plain or Nickeled.**

WRITE FOR CIRCULARS

**CLARE BROS. & CO.,**  
**PRESTON, ONT.** *Limited*

Western Agents :—CLARE & BROCKEST, Winnipeg, Man.



STREET PAVING and SIDEWALKS a SPECIALTY

## SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office:

Ingersoll, Ontario.

Walter Mills, General Manager  
Ask for quotations for  
Septic Tanks.

Water Proof Floors for  
Malt Houses, Breweries,  
Slaughter Houses  
Cheese Factories, Cellars,  
Stable Floors, etc

## THE CANADIAN CANOE CO.

LIMITED

P.O. BOX 107

PETERBOROUGH,  
CANADA

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APR 13 1905



We supply every want  
of the canoeist

We build  
canoes for all purposes

Skiffs, war canoes, oars,  
paddles and fittings

WRITE FOR CATALOGUE H.

## O - S O - E Z Y

THE BEST HARDWOOD FLOOR DRESSING  
AND FURNITURE POLISH

IN BBL. LOTS \$1.50 PER GAL.

SINGLE GALS., \$1.75.

AGENTS WANTED.

For further particulars write

O-So-Ezy Mfg. Co., Limited. 205 St. James St., Montreal

## GAS AND GASOLINE ENGINES

AND LAUNCHES OF THE HIGHEST GRADE



RETURNED  
MAR 28 1905

To Owner  
Cut Book  
Page 1

The Sylvester Engine is the best and cheapest power available, highest award, bronze medal, at Toronto Industrial and Dominion Exhibitions, for gasoline engines and launches. If you want an easy starting and reliable engine that will give full rated power in coldest weather, buy "The Sylvester." Works as easy in January as July.

WRITE FOR CATALOGUE.

The Sylvester Mfg. Co., Limited, Lindsay, Ont.

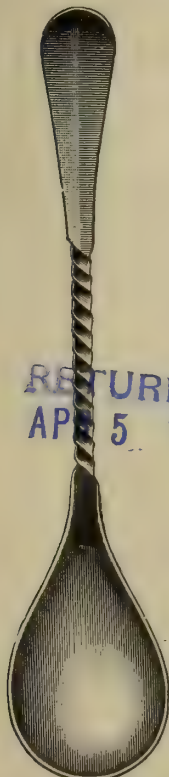
## THE G. Weeton Manufacturing Co.

MANUFACTURERS OF

FINE SILVER PLATED WARE  
AND METAL GOODS

WRITE FOR NEW CATALOGUE OF

Silver Plated Hotel, Bar and  
Soda Fountain Goods



No. 0—4-inch Bar Spoon



No. 99—Crushed Fruit Bowl and Ladle



4-piece Hotel Set

Factory and Showrooms: 110 Adelaide St. W., TORONTO, CAN.



## THE SPRING CLEAN-UP.

How quickly is the eye attracted to the show window where seasonable goods are displayed in a catchy, well contrived manner. Make these goods look inviting, and sales are bound to follow. Especially is this so with brushes, brooms, pails, tubs, step ladders, and such goods now just as the "cleaning up" season is starting. Some are planning to do a little painting, and all housekeepers are preparing for the all-important "Spring cleaning." There is still another advantage in displaying goods that are in demand, viz., customers can find what they want without unnecessary time being spent looking after them, as would be the case if these goods are kept in drawers, under the counter, and in other obscure corners, as is very often the case.

RETURNED

PR 20 1905-

J. O'Connor  
cut book 33  
page 42

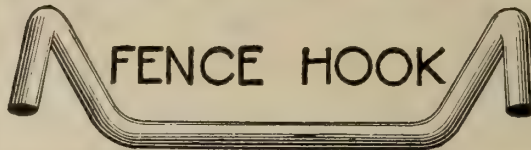
Magnesia Flexible Cement Roofing.

The dealer should be particular to handle only goods of the highest standard, and which he knows will give his customer satisfaction; in other words, he should stock the best line obtainable. Boeckh's brushes and brooms and Cane's Newmarket woodenware are good goods which have earned an enviable reputation. If you have not received a catalogue of these lines, it will be worth your while to drop a line to the manufacturers, United Factories, Limited, Toronto.

## CEMENT ROOFING.

The Philip Carey Co., Lockland, Ohio, manufacturers of Magnesia Flexible Cement Roofing, have closed a large contract with the Canada Car Co. for the roofing of the latter company's new building, which will have 300,000 square feet of roofing space. This will give the Carey Co.'s roofing material a splendid introduction in Canada, and the company's Montreal office should be a paying establishment from its inception.

## GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE &amp; NAIL CO., Limited,

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

LONDON, ONT

## GLUES AGAIN

Our IMITATION FRENCH MEDAL GLUES are of such high class and are so suitable for Export that we would like to quote you. Export trade in this line is growing rapidly, and we pack in casks or cases as preferred. Quality unrivalled.

GROVE CHEMICAL CO., LTD., Appley Bridge, Lancashire, Eng.

Before placing your orders for GALVANIZED SHEETS, TINPLATES, CANADA PLATES, SHEET IRON, ETC., ask:

**Rd. JOHNSON, CLAPHAM & MORRIS, LTD.**  
MANCHESTER, ENGLAND

who will quote you delivered any point in the Dominion.

## TERNE AND CANADA PLATE

"DEAN"

"PHOENIX"

(Gal'd)

## BLACK SHEETS

FOR IMPORT

LOWEST PRICES

J. A. HENDERSON, MONTREAL

TRADE



MARK

**Nobles & Hoare.**

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works  
or from the principal Color Dealers in Canada

## STANLEY RULE &amp; LEVEL CO.,

NEW BRITAIN, CONN., U.S.A.

IMPROVED CARPENTERS'  
TOOLS

SOLD BY ALL HARDWARE  
DEALERS.



This design a guar-  
antee of quality

## DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER  
All grades, from the highest "Glossy Finish" to the  
rough "Antique" and bulky "Featherweight."

YOUR PRINTER  
CAN SUPPLY IT.

**CANADA PAPER Co.**  
TORONTO LIMITED MONTREAL



# S. S. KIMBALL

Manufacturer of

**Champion Fire and Burglar-proof Safes**  
Vault Doors, Cash Carriers, Toboggans and Bicycles

Agent for  
**Dr. Leavitt's**



**Dehorning**  
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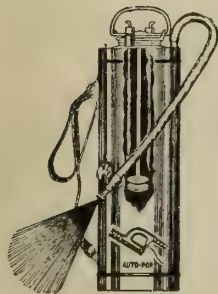
**Massey-Harris Bicycles, etc.**

**Second-hand Bicycles and**  
**Sundries at best prices.**

24 Years Established at

**577 Craig Street,**

**MONTREAL.**



## AUTO - SPRAY

**Best Compressed-Air**  
**Hand Sprayer made**

An absolute necessity for every Farm  
and Garden.

Will pay its cost in one season for  
Potatoes alone.

Saves time, labor and material. A boy can do the work. Will  
run continuously for 6 to 9 minutes.

*Liberal Terms to the Trade*

**CAVERS BROS., - Galt, Ont.**

Sole agents for the Dominion.

# W. J. Gibson

**Gananoque, Ont.**

**Manufacturer of the Standard Belt**  
**Lacing, all kinds of Harness and Harness**  
**Parts, also Corner Irons, Tubular Rivets,**  
**Belt Rivets and Carriage Makers' Rivets.**

KINDLY WRITE FOR QUOTATIONS,  
WHICH WILL BE GIVEN PROMPTLY

**TOCKWOTTON COMPANY**  
**PROVIDENCE, R. I., U.S.A.**

Manufacturers of Leather-Headed Nails and But-  
tons of Sole Leather for Upholsterers, use on fine leather  
furniture.

...ALSO...

Superior Buttons for Hunting Goods, Bottom Studs  
and Split Pins for Travelling Bags.

...ALSO...

Saddlery Nails with Pliable Studs, largely used  
for Mexican and Fancy Saddles.

**Samples and Prices on Application.**

**ESTABLISHED 1860**

# WM. WALLACE

MANUFACTURER OF

**Lumber Tools of all Descriptions**

**Cant Hooks, Boat Hooks, Timber Dogs, etc.**

**THREE RIVERS, QUE.**



**WE EMPLOY NO TRAVELLERS.**

**WRITE US FOR PRICES.**

**GENERAL IRON WORKER**

**SOCKET POLE PICKS**

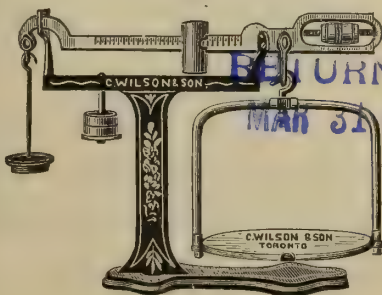
**LOG STAMPING HAMMERS**

**WROUGHT IRON, BULL WHEEL**  
**CHAINS AND MILL CHAINS**  
**OF ALL KINDS**

**BOOM SHACKLES, ETC.**

**P. O. BOX 184**

# C. WILSON & SON, LIMITED, TORONTO



Manufactur-  
ers of

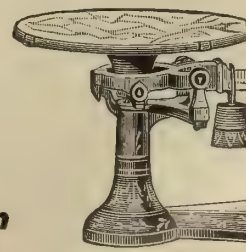
**SCALES**

of all  
descriptions

We call special attention to our  
King Edward 2,000-lb. Scale.

WE ALSO MANUFACTURE

**Dough Mixers, Dough**  
**Moulding Machines, Dough**  
**Brakes and Meat Cutters**  
**of all sizes.**



REPAIRING DONE FOR ALL MAKES OF SCALES

RETURNED  
MAR 31 1905



## CONDENSED OR "WANT" ADVERTISEMENTS.

### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

### FOR SALE.

**A** WELL established Hardware and Sporting Goods business in a Western Ontario town. For particulars apply to the Kennedy Hardware Company, Toronto. (15)

**H**ARDWARE businesses for sale. Located at Frank, Alberta; stock \$25,000; Blairmore, Alberta; stock \$7,500; Coleman, Alberta; stock \$15,000. Each doing a live business with good profits and quick returns. Stores and real estate for sale or lease. Dissolution of partnership the only reason for selling. Address A. F. Grady, McLeod, Alberta, or J. Farmer, Frank, Alberta. (15)

### SALESMAN WANTED.

**F**OR large retail hardware store in N.W.T. A first-class experienced salesman, one with good knowledge of bookkeeping preferred. Also experienced tinsmith for same; must be abstainer in each case. Apply Box 231, HARDWARE & METAL, Toronto. (13)

### BUSINESS CHANCES

**B**UY the only Acetylene Machine without open water seals. Enclosed like a meter—no odor, dirt nor danger wherever placed. Cannot leak gas, expel water, nor burst. Steady pressure for lights, stoves or engines. Simple, automatic, economical cost and working. Testimonials. St. Thomas Acetylene Manufacturing Co., Limited, St. Thomas, Ont. (14)

**T**HE LOCATORS — W. B. Herbert, general manager. Largest business brokers in Canada, 62-63 Merchants' Bank Building, Winnipeg.

**B**LACKSMITH—Good business in large lumbering and sawmill town of Western Ontario; no competition; enough work for two men; five hundred cash, five hundred easy terms. Locators, Winnipeg.

**B**LACKSMITH—In rising town of Assiniboia; annual turnover twenty-five hundred; population of town four hundred; price twelve hundred cash, with small balance easy payments. Locators, Winnipeg.

**B**LACKSMITH—Near Brandon. Established five years; fourteen hundred cash, fourteen hundred good terms; price includes building. Write Locators, Winnipeg.

**B**LACKSMITH—Not far from Winnipeg; good net profit; amount stock eighteen hundred; terms, nine hundred cash, nine hundred easy terms. Consult Locators, Winnipeg.

**H**ARDWARE—On Souris branch, Manitoba; well established; stock three thousand; bear fullest investigation; price fifteen hundred cash, balance easy; if this is the proposition to you, write Locators, Winnipeg.

**H**ARDWARE—Manitoba; twenty-five hundred; net profit ten hundred; price seventeen fifty cash, balance easy. Locators, Winnipeg.

**H**ARDWARE—A nice proposition, with a turnover of twelve thousand; population of town six hundred; stock fifty-five hundred; part cash, rest over four years. This is on Yorkton branch. Locators, Winnipeg.

**H**ARDWARE—In rising Saskatchewan town; turnover twelve thousand; stock thirty-five hundred; price seventeen hundred cash, eighteen hundred to suit good purchaser. Now, hardware men, look into this. Locators, Winnipeg.

**H**ARDWARE AND IMPLEMENTS—In N. W. T.; stock of five thousand, new; store three thousand two hundred; good, sound, thorough going business; five thousand cash, three thousand two hundred easy, will buy the whole outfit. Locators, Winnipeg.

## Index to Reading Matter.

	PAGE
Canada and the World's Commerce.....	27
Some Gossip About Ourselves.....	29
Business Management.....	32
Dealers and Their Stores.....	35
The Wire Industry.....	39
Methods of Making Collections.....	43
Good Advertising.....	47
Finance and Insurance.....	54
Novelties for the Hardwareman.....	57
Electrical Goods and Supplies.....	63
Heating and Plumbing.....	70
Stoves and Tinware.....	85
Northwest Hardware Trade.....	100
Building and Construction.....	105
Building Notes.....	114
Window and Interior Display.....	121
Reminiscences of the Past.....	124
Editorial Comment.....	127
Automobiles and Sporting Supplies.....	131
Paint, Oil and Brush Trades.....	141
Paint, Oil and Glass Markets.....	154
Hardware Markets.....	158
Metal Markets and Mining Notes.....	159
British Columbia Trade Conditions.....	162
Nova Scotia Trade Conditions.....	162
United States Metal Markets.....	162
London Metal Markets.....	162
Winnipeg Markets.....	164
Trade Conditions in Birmingham.....	166
Personal and Trade Notes.....	167
Plumbing Markets.....	168
Catalogues and Booklets.....	173
Industrial Progress in British Columbia.....	176
Industrial Gossip.....	179
General Matter.....	184

### STOVE MANUFACTURERS' ASSOCIATION.

A re-organization of the stove manufacturers of Canada has been effected, and the new body, composed of representatives from fourteen foundries, will be known in future as the Canadian Stove Manufacturers' Association. Mr. A. Stewart, of Woodstock, is president; Mr. T. L. Moffat, jun., Weston, vice-president, and J. F. Stewart, Hamilton, secretary.

Mr. James Munro, of the Munro Wire Works, Limited, a new enterprise about to be established in Winnipeg, has returned to Winnipeg from a trip through the East.

### C. P. Gelinas & Frere

Manufacturers of

WOOD SNOW SHOVELS

Three Rivers, - - - Que.

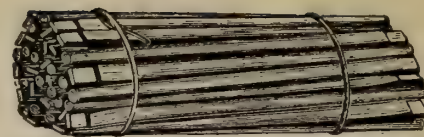
Write us for Price List

### MACHINERY FOR SALE.

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

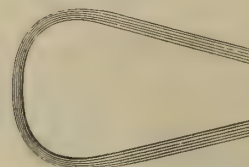
**O**NE second-hand gap lathe; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

**O**NE second-hand shafting lathe, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

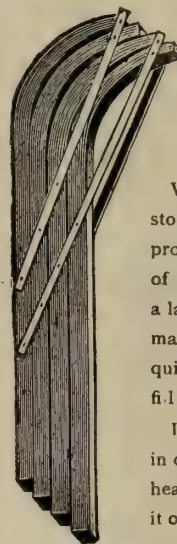


## The Sarnia Hub, Spoke and Bent Goods Mfg. Co.

SARNIA, ONT.



We are prepared to fill any orders for



### HEAVY WAGON SLEIGH BUGGY AND CUTTER STOCK

We make a specialty of heavy stock and can fill orders promptly. Made from the best of oak and hickory, as we carry a large stock of lumber and can make any sizes that may be required. We make it a point to fill orders promptly.

If you are in need of anything in our line we will be pleased to hear from you and we will give it our prompt attention.

**J. S. LOUGHEAD & SON**  
Sarnia, Ontario.

## Buy the Best.



## HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



# A. C. Jenking & Co.

CORISTINE BUILDING, MONTREAL

Canadian Representatives:

Smith & Hemenway Co.	- - - - -	New York.
Utica Drop Forge & Tool Co.	- - - - -	Utica, N.Y.
Sawyer Tool Mfg. Co.	- - - - -	Fitchburg, Mass.
Farber Ideal Oil Heaters	- - - - -	Chicago, Ill.
Asphalt Ready Roofing Co.	- - - - -	New York.
Fould's English Oak Tan Belting	- - - - -	Keighley, Eng.

Correspondence Solicited.

## "NOVO" AIR HARDENING STEEL

FOR HIGH SPEED MACHINES, SUITABLE  
FOR MILLING CUTTERS, REAMERS,  
DRILLS, PUNCHES, Etc. . . . .  
"NOVO" HIGH SPEED DRILLS. . . . .

## WM. ABBOTT, Agent

334 ST. JAMES ST., MONTREAL

# J. H. HANSON

422 and 424 St. Paul Street, MONTREAL

Representing

William Buck Stove Co., Limited, Stoves and Furnaces.  
The B. Greening Wire Co., Limited, Wire Goods of every description.  
Jobbers and Importers, House Furnishing Lines, Enamel Ware, Bird Cages.  
The Eclipse Office Furniture Co., Limited, Snow Shovels, etc.

Also Manufacturers of

High-Class Refrigerators and Plumbers' Cabinet Ware.

CORRESPONDENCE SOLICITED.

## HILL'S WARRANTED PURE WHITE LEAD

COVERS WELL AND WEARS WELL.

Senour's Hard-Drying Floor Paint, Dries Hard over night.  
Eastern Depot for Church's Cold Water Alabastine, Full line in stock.  
Orders filled promptly.  
Harland & Sons, Fine Coach and House Varnish.

WINDOW GLASS—PLAIN AND FANCY.

Wm. Hill, 327 St. James Street, Montreal

# PAGE LAWN FENCE

Indestructible, Handsome, Perfect. Only 20 cents per running foot.  
Supplied by us or local dealer.

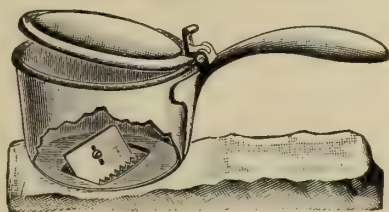
206

THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Toronto, Montreal Winnipeg, St. John.

## STANDARD "ENTERPRISE" FOR QUALITY

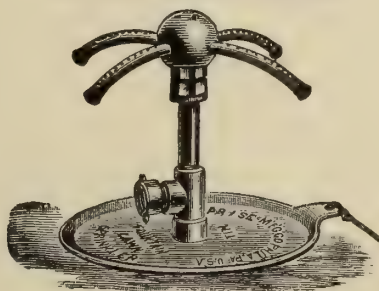
### ICE SHREDDERS

For Shaving Ice, Coarse or Fine.



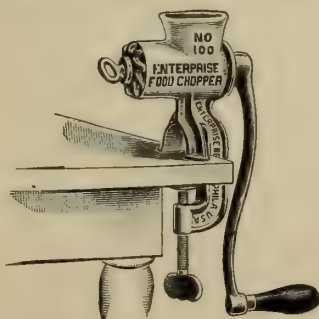
No. 33, Tinned,	-	Per Doz.
No. 34, Nickeled,	-	\$6.00
		15.00

### LAWN SPRINKLER



No. 1, - - - \$3.50

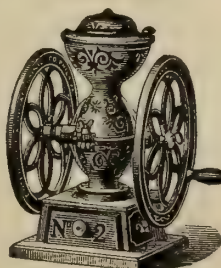
### FOOD CHOPPERS



No. 100	-	\$1.50
No. 300	-	2.25

### Rapid Grinding and Pulverizing Mills

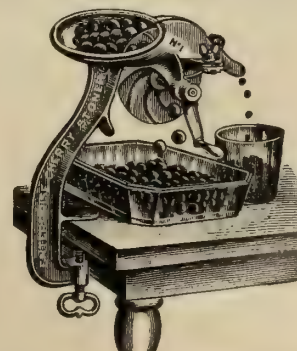
45 Sizes and Styles for Hand, Steam and Electric Power.



No. 2, - \$3.75

### CHERRY STONERS

5 Sizes and Styles, Tinned or Japanned



No. 1, - \$7.50 per Doz.

ORDER THROUGH YOUR JOBBER.

CATALOGUE MAILED FREE.

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U. S. A.











# Paterson's Wire Edged Ready Roofing

Fire-proof and Sanitary :  
Easy to put on :  
Hard to wear out :  
Don't cost much.

You have hundreds of Customers who require that kind of Roofing Material.

## The Paterson Mfg. Co., Limited

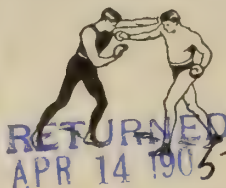
Toronto and Montreal.

CONDUCTOR PIPE.			GAUGES.			HOOKS.			Cabinet.		
Plain or Corrugated.			Marking, Mortise, Etc.			Cast Iron.			Eagle, discount 30 per cent.		
2-inch	per 100 feet	3 00	Stanley's, discount 50 to 55 per cent.			Bird cage	per doz.	0 50 1 10	Padlocks.		
3 "	" "	4 00	Wire Gauges.			Clothes line, No. 61.	"	0 00 0 70	English and Am. .... per doz. 0 50 6 00		
4 "	" "	5 25	Winn's, Nos. 26 to 33 .....			Harness	"	0 60 12 00	Eagle, discount 20 to 25 per cent.		
5 "	" "	6 75	GILLET'S POWDERED LYE.			Hat and coat	per gro.	1 10 10 00			
6 "	" "	9 00	1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.			Chandelier	per doz.	0 50 1 00			
CRADLES, GRAIN.			HALTERS.			Wrought Iron.			MACHINE SCREWS.		
Canadian, discount 20 to 25 per cent.			Rope, 1/2-inch .....			Wrought hooks and staples Canadian discount 60 per cent.			Iron and Brass.		
CROSSCUT SAW HANDLES.			Rope, 3/4-inch .....			Wire.			Flat head, discount 25 per cent.		
S. & D., No. 3	per pair	0 15	Rope, 1 to 1 1/2-inch .....			Hat and coat, discount 60 per cent.			Round head, discount 20 per cent.		
S. & D., " 5	" "	0 22 1/2	Leather, 1-inch .....			Belt			MALLET.		
S. & D., " 6	" "	0 15	Leather, 1 1/2-inch .....			Screw, bright, discount 62 1/2 per cent.			Tinsmiths' .....		
Boynton pattern	" "	0 20	Web .....			HORSE NAILS.			Carpenters', hickory, " .....		
DOOR SPRINGS.			HAMMERS.			"P.B." Brand, 55 to 60 per cent.			Lignum Vitae .....		
Torrey's Rod	per doz.	1 75	Nail.			"C" brand, 40, 10 and 7 1/2 per cent. off list { Oval			Caulking, each .....		
Coil, 9 to 11 in.	" "	0 95 1 65	Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.			"M" brand, 55, per cent.			MATTOCKS.		
English	" "	2 00 4 00	Tack.			"Monarch," 50 and 7 1/2 per cent.			Canadian .....		
DRAW KNIVES.			Magnetic .....			"Peerless" 50 per cent. dis.			American, discount 3 1/2 per cent.		
Coach and Wagon, discount 50 per cent.			Sledge.			HORSESHOES.			German, 15 per cent.		
Carpenters' discount 70 per cent.			Ball Peen.			F.O.B. Montreal			Gem .....		
DRILLS.			English and Canadian, per lb. 2 1/2 3 25			"P.B." brand, new pattern, base .....			Discount 25 per cent.		
Hand and Breast.			HANDLES.			"M." brand, base .....			MILK CAN TRIMMINGS.		
Miller's Falls, per doz., net list.			Axe, 2nd growth, per doz. net 3 00 4 00			Add 15c. Toronto, Hamilton, Guelph. 3 65					
DRILL BITS.			Store door .....			JAPANNED WARE.			NAILS.		
Morse, discount 37 1/2 to 40 per cent.			Fork.			50 per cent.			Cut. Wire.		
Standard, discount 50 and 5 to 55 per cent.			C. & B., discount 40 per cent., revised list.			PICKS.			2d .....		
FAUCETS.			Hoe.			Star .....			3d .....		
Common, cork-lined, discount 35 per cent.			C. & B., discount 40 per cent., revised list.			KETTLES.			4 and 5d .....		
EAVETROUGHES.			Saw.			Brass spun 7 1/2 per cent. discount off new list.			6 and 7d .....		
10-inch .....	per 100 ft.	10 00	American .....			Copper .....			8 and 9d .....		
ELBOWS (stovepipe.)			Plane.			American, 60 and 10 to 65 and 5 per cent.			10 and 12d .....		
5 and 6-inch, common .....	per doz.	1 20	American .....			Lock, Canadian dis. 40 to 40 and 10 per cent.			16 and 20d .....		
7-inch .....	" "	1 35	Hammer and Hatchet.			Cabinet trunk and padlock			30, 40, 50 and 60d (base) .....		
Polished, 15c. per dozen extra.			Canadian, discount 40 per cent.			American .....			F.O.B. Toronto.		
ESCUTCHEONS.			HANGERS.			KNOBS.			Steel cut nails 10c. extra.		
Discount 50 and 10 per cent., new list			Steel barn door .....			Door, japanned and N.P., per			Miscellaneous wire nails, discount 75 per cent.		
ESCUTCHEON PINS.			Stearns, 4-inch .....			doz. ....			Coopers' nails, discount 30 per cent.		
Iron, discount 40 per cent.			5-inch .....			1 50 2 50			NAIL PULLERS.		
FACTORY MILK CANS.			Zenith .....			Bronze, Berlin .....			German and American .....		
Discount off revised list, 40 per cent.			Lane's covers .....			Bronze, Genuine .....			No. 1 .....		
FILES AND RASPS.			No. 11, 5-foot run .....			Shutter, porcelain, F. & L.			No 1573 .....		
Great Western .....	70 and 10 per cent.		No. 11 1/2, 10-foot run .....			screw .....			NAIL SETS.		
Arcade .....	" " 70 " "		No. 12, 10-foot run .....			White door knobs .....			Square, round and octagon,		
Kearney & Foot .....	" " 70 " "		No. 14, 15-foot run .....			per doz. ....			per gross .....		
Disston .....	" " 70 " "		Steel, covered .....			2 00			Diamond .....		
American .....	" " 70 " "		1 1/2 x 3-16 in (100 ft) .....			2 00			POULTRY NETTING.		
J. Barton Smith .....	" " 70 " "		" " 1 1/2 x 3-16 in (100 ft) .....			HAY KNIVES.			2-in. Mesh, 19 w.g., dis. 60 per cent.		
McClellan .....	" " 70 " "		Barrel, Underhill .....			Net prices.			2-in. Mesh 16 w.g. and heavier, 50 p.c.		
Eagle .....	" " 70 " "		HARVEST TOOLS.			LAMP WICKS.			OKUM.		
Nicholson, 60 and 10 to 60, 10 and 5	" " 70 " "		Discount 60 per cent.			Discount, 60 per cent.			U. S. Navy .....		
Royal .....	" " 70 " "		S. & D. lawn rakes, Dunn's, 40 off.			LADDERS, EXTENSION.			per 100 lb. ....		
Globe .....	" " 70 to 75		" sidewalk and stable scrapers, 40 off.			Waggoner Extension Ladders, dis. 40 per cent.			Plumbers .....		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.	" " 70 " "		" Maple Leaf and Premiums saw sets.			LANTERNS.			OILERS.		
Jowitt's, English list, 25 to 27 1/2 per cent.	" " 70 " "		40 off.			Cold Blast .....			McClary's Model galvanized		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50	" " 70 " "		saw swages, 40 off.			No. 3, "Wright's" .....			oil can, with pump, 5 gallon,		
GLASS.			HATCHETS.			Ordinary, with O burner. ....			per dozen .....		
Window. Box Price.			Canadian, discount 40 to 42 1/2 per cent.			Dashboard, cold blast .....			Davidson oilers, discount 40 per cent.		
Star			Shingle, Red Ridge 1, per doz. ....			No. 0 .....			Zinc and tin, discount 50, 50 and 10 per cent.		
Per 50 ft.			2, " " .....			Japanning, 50c. per doz. extra.			Copper .....		
Per 100 ft.			Barrel, Underhill .....			LEMON SQUEEZERS.			per doz. 1 25 3 50		
D. Diamond			Henderson & Potts' "Anchor Brand"			Porcelain lined .....			Brass .....		
Per 50 ft.			Blind, Parker's, discount 60 per cent.			Galvanized .....			Malleable, discount 25 per cent		
Per 100 ft.			Heavy T and strap, 4-in., per lb. ....			King, wood .....			GALVANIZED PAIS.		
Under 26 .....	3 80	5 06	" " 5-in., " .....			King, glass .....			Dufferin pattern pails, discount 47 1/2 per cent		
26 to 40 .....	4 00	5 44	" " 6-in., " .....			All glass .....			Flaring pattern, discount 47 1/2 per cent.		
41 to 50 .....	4 50	6 56	" " 8-in., " .....			LAWN MOWERS FOR 1905.			Galvanized washtrubs, discount 47 1/2 per cent		
51 to 60 .....	4 75	8 62	" " 10-in., " .....			Woodyatt, 10 1/2-in., 14-in. cut \$ 8 50 to \$11 00			PIECED WARE.		
61 to 70 .....	5 00	8 98	Light T and strap, discount 65 and 5 per cent.			Star 9 in. ....			Discount 40 per cent off list, June, 1899.		
71 to 80 .....	5 30	9 38	Screw hook and hinge—			Daisy 8-in. ....			10-qt. flaring sap buckets, discount 40 per cent		
81 to 85 .....	5 00	10 75	6 to 10 in. ....			Philadelphia 7 1/2-in. ....			6, 10 and 14-qt. flaring pails dis. 40 per cent.		
86 to 90 .....	5 00	12 30	12 in. up .....			Woodvatt, 10 1/2-in., ball bearing 13 25 to 18 00			Creamer cans, discount 40 per cent.		
91 to 95 .....	5 00	15 00	Spring, No. 20, per gro. pairs .....			Grass Boxes .....			PICKS.		
96 to 100 .....	5 00	18 00	Spring, Woodyatt pattern, per gro. No. 5, \$17.50; No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.			King Edw'd, 12-in., 14-in. cut 9 00 to 10 00			per dozen .....		
96 to 100 .....	5 00	18 00	HOES.			Horse Lawn Mowers, "Special."			PICTURE NAILS.		
			Garden, Mortar, etc., discount 60 per cent.			Discount, 50 per cent., with freight concessions in quantity shipments.			Porcelain head .....		
			Planter .....			Maxwell & Sons:			per gross 1 35 1 50		
			Tinned cast, 35 per cent.			10 1/2-in. high wheel .....			Brass head .....		
						5 50 6 25			0 40 1 00		
						4 90 5 50			PICTURE WIRE.		
						Discount 50 per cent.			Tin and gilt, discount 75 per cent.		
						LOCKS.			PINE TAR.		
						Canadian, 50 to 50 and 10 per cent			1/2 pint in tins .....		
						Russell & Erwin, steel rim .....			per gross 7 80		
						per doz. 2 25			1 90		

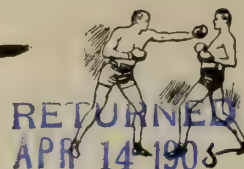








**THE Victor**



## VICTOR SPORTS OF ALL SORTS

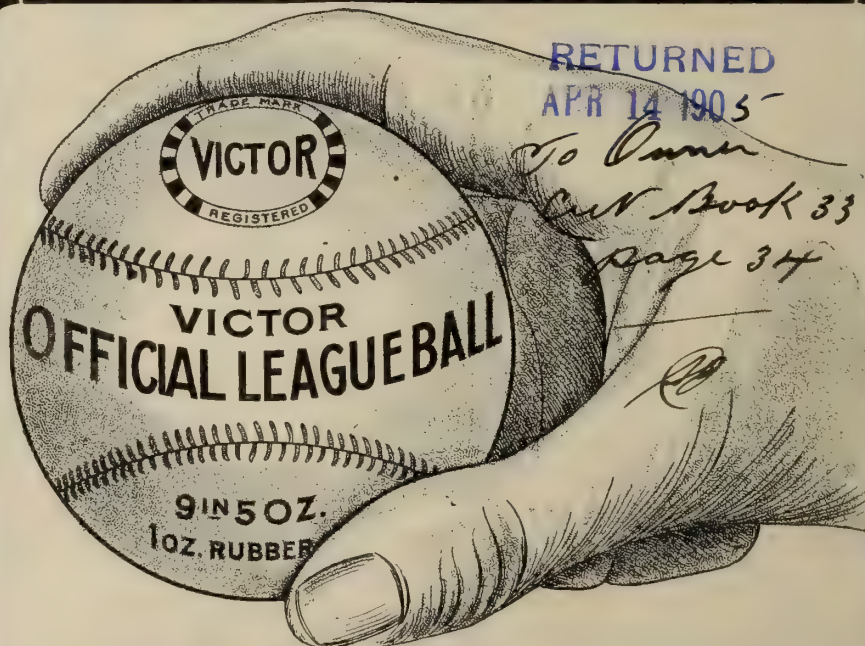
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## INDEX TO ADVERTISERS.

<b>A</b>	Abbot, Wm. ....	185	Dominion Wire Mfg. Co. ....	17	Lewis, Rice, & Son., inside front cover, 151	Ridgely Trimmer Co. ....	120
Accountants and Auditors ....	53	Dorken Bros. & Co. ....	1, 60	Lewis, Samuel, & Co. ....	172	Rochester Lamp Co. ....	100
Ackerman B. F., Son & Co. ....	56	Dowdell Mfg. Co. ....	20, 174	Library Bureau of Canada. ....	170	Royal Paper Mills Co. ....	103
Acme Can Works ....	43	<b>E</b>		Lockerby & McComb. ....	111	<b>S</b>	
Acme Lathe & Products Co. ....	41	Eastern Automobile Co. ....	130	London Fence Machine Co. ....	165	Sadler & Haworth ....	135
Alabastine Co. ....	153	Educational Dept. ....	53	London Rolling Mill Co. ....	6	Samuel, M. & L., Benjamin, & Co. ....	6
Alexander Separator Co. ....	172	Enterprise Mfg. Co. ....	185	Loughead, J. S., & Son. ....	184	Sanderson-Harold Co. ....	113
American Shearer Mfg. Co. ....	153	Erie Specialty Co. ....	52	Lucas, John & Co. ....	155	Sanderson-Harold Co. ....	113
American Steel and Wire Co. ....	187	<b>F</b>		Lufkin Rule Co. ....	56	Saunders, Franklin & Co. ....	176
Anglo-Canadian Supply Co. ....	94	Falkiner, H. F. ....	94	Luxfer Prism Co. ....	111	Sayer Electric Co. ....	67
Armstrong Bros. ....	41, 134	Fancy Goods Co. of Canada. ....	190	Lysaght, John. ....	1	Scott, Frank H. ....	10
Atlas Mfg. Co. ....	114	Foster Pottery Co. ....	59	<b>M</b>		Scott, Greenwood & Co. ....	133
Auer Light Co. ....	45	Forman, John ....	61	Mackenzie Bros. ....	165	Seymour, Henry T., Shear Co. ....	59
Australasian Hardware. ....	45	Francis-Frost Co. ....	140	Mallory, G. W. ....	112	Sharratt & Newth. ....	59
<b>B</b>		Frothingham & Workman. ....	12	Maple Leaf Harvest Tool Co. ....	19	Shaw, A., & Son. ....	59
Bach Specialty Co. ....	56	<b>G</b>		Mast, J. M., Mfg. Co. ....	59	Sherwin-Williams Co. ....	145
Barnett, G. & H. Co. ....	49	Gibb, Alexander ....	7, 175, 176	Maxwell, D., & Sons. .... inside back cover		Silberstein, A. L., & Co. ....	49
Bartlett, Wm., & Son. ....	112	Gibson, W. J. ....	133	Mechanics' Supply Co. ....	75, 76, 77, 78	Skelden Brush Co. ....	138
Bayliss, Jones & Bayliss. ....	43	Gies, Philip ....	169	Metal Shingle and Siding Co. ....	123	Smart, Jas. Co. ....	80
Baynes, Charles ....	179	Gilbertson, W., & Co. ....	7, 165	Metallic Roofing Co. ....	109, 163	Smart, James, Mfg. Co. ....	132
Beldin Machine Co. ....	115	Glauber Brass Co. ....	169	Metropolitan Bank. ....	55	Smith Carter & Smith. ....	59
Bell Telephone Co. ....	53	Glenny, W. H., & Co. ....	157	Metropolitan Business College. ....	53	Smith & Hemenway Co. ....	169
Bennett Mfg. Co. ....	114	Greening, B. Wire Co. ....	15, 171	Montreal Rolling Mills Co. ....	137	Standard Ideal Sanitary Co. ....	83
Berry Bros. ....	155	Gelinac, C. P., & Frere ....	184	Moore, D., & Co. ....	84	Standard Paint and Varnish Works. ....	139
Bird, J. A. & W., & Co. ....	120	Grose, Walter. ....	167	Morton, B. K., & Co. ....	161	Stanforth & Co. ....	132
Birkett, Thos., & Son Co. ....	43	Grove Chemical Co. ....	182	Morrison, James, Brass Mfg. Co. ....	168	Stanley Rule and Level Co. ....	182
Booth Copper Co. ....	52	Guelph Foundry Co. ....	91	Morrow, John, Machine Screw Co. ....	167	Sta-ley Works. ....	112
Boss Machine Co. ....	45	Gurney Foundry Co. ....	88	Munderloh & Co. ....	62	St. Arnaud Freres. ....	94
Bosson Bros. ....	114	Gurney, Tilden Co. ....	104	<b>Mc</b>		Steel Trough and Machine Co. ....	176
Bradstreet's. ....	52	Gutta Percha and Rubber Mfg. Co. ....	11	McArthur, Alex., & Co. ....	186	Sterne, G. F., & Son. ....	83
Brantford Cordage Co. ....	177	<b>H</b>		McArthur, Cornelle & Co. ....	155	Stephens, G. F., & Co. ....	148
British America Assurance Co. ....	55	Ham & Nott. ....	59	McCaskey, Dougall & Co. ....	153	Stewart, Jas., Mfg. Co. ....	81
Bullard Automatic Wrench Co. ....	169	Hamilton Cotton Co. ....	184	McClary Mfg. Co. ....	96, 97	St. George, H. E. ....	153
Burman & Sons. ....	37	Hamilton Rifle Co. ....	60	McDougall, R., Co. ....	161	St. Margaret's College. ....	53
Burrow, Stewart & Milne Co. ....	9	Hanover Portland Cement Co. ....	114	McGregor-Banwell Fence Co. ....	167	Solarine Metal Polish. ....	94
Butler, Geo., & Co. ....	37	Hanson, J. H. ....	185	<b>N</b>		Summers, John, & Sons. ....	176
Bysville Gas Co. ....	103	Harrington & Richardson Arms Co. ....	41	National Fence Co. ....	171	Sylvester Mfg. Co. ....	181
<b>C</b>		Heinrich, R. Sons Co. ....	59	Newman, W., & Sons. ....	153	Syracuse Smelting Works. ....	133
Campbell Bros. ....	120	Henderson, J. A. ....	182	New Warren Scale Co. ....	5	<b>T</b>	
Canada Brass Rolling Mills ....	72	Henderson & Potts Co. ....	144	Nicklin, John, & Co. ....	37	Tarbox Bros. ....	52
Canada Cycle and Motor Co. ....	49, 130	Hill, Wm. ....	185	Nobles & Hoare. ....	182	Taylor-Forbes Co. ....	1
Canada Foundry Co. ....	41	Hobbs Mfg. Co. ....	111, 117	North Bros. Mfg. Co. ....	46, 170	Telephone City Stoves. ....	92
Canada Horse Nail Co. ....	21, 22, 23, 24	Hotel Directory. ....	53	Nova Scotia Steel and Coal Co. ....	161	Thompson, B. & S. H., Co. ....	92
Canada Iron Furnace Co. ....	161	Howden, D. H., & Co. ....	16	<b>O</b>		Thorne, R. E. ....	169
Canada Metal Co. ....	41	Howland, H. S., Sons & Co. ....	30, 31	Oakey, John, & Sons. ....	94	Tockwotton Co. ....	183
Canada Paint Co. ....	149	Hyde, F. & Co. ....	161	Office Specialty Mfg. Co. ....	189	Toronto Plate Glass Importing Co. ....	116
Canada Paper Co. ....	182	<b>I</b>		Oneida Community. ....	135	Toronto Silver Plate Co. ....	178
Canadian Aluminum Works ....	99	Imperial Varnish and Color Co. ....	143	Ontario Lead and Wire Co. ....	83	Turnbull & Henderson. ....	51
Canadian Bank of Commerce ....	55	International Gas Appliance Co. ....	100	Ontario Silver Co. ....	176	<b>U</b>	
Canadian Canoe Co. ....	181	International Stock Food Co. ....	18	Ontario Tack Co. ....	82, 119	United Factories. ....	147
Canadian Cordage and Mfg. Co. ....	135	Ironside, Son & Co. ....	52	Ontario Wind Engine and Pump Co. ....	41, 56	United States Register Co. ....	87
Canadian Fairbanks Co. ....	31, 175	Iver Johnson Arms and Cycle Works. ....	174	O-S-Ezy Mfg. Co. ....	156, 181	Utica Drop Forge and Tool Co. ....	163
Canadian Heating & Ventilating Co. ....	92	<b>J</b>		Owen Sound Wire Fence Co. ....	171	<b>W</b>	
Canadian Portland Cement Co. ....	115	Jackson, C. F., & Co. ....	161	<b>P</b>		Wadsworth, Howland & Co. ....	151
Canadian Rubber Co. ....	10	Jamieson, R. C., & Co. ....	154	Page-Hersey Iron and Tube Co. ....	169	Waggoner Ladder Co. ....	51
Canadian Sewer Pipe Co. ....	52	Jardine, A. B., & Co. ....	169	Page Wire Fence Co. ....	185	Walker Steel Range Co. ....	95
Cavers Bros. ....	183	Jenkin, A. O. ....	123, 185	Parmenter & Bullock. ....	119	Wallace Barnes Co. ....	167
Clare Bros. ....	180	Jenkins Bros. ....	80	Patterson Mfg. Co. ....	188	Wallace, Wm. ....	183
Clausen Shear Co. ....	41	Johnston, Rd., Clapham & Morris. ....	182	Pearcy-Sanderson Co. ....	152	Walter, E. F., & Co. ....	172
Cleveland Gas Appliance Co. ....	103	Jones & Barclay. ....	120	Peck Rolling Mills. ....	126	Warminton, J. N. ....	16
Concrete Block Machine Co. ....	114	<b>K</b>		Pedlar People. ....	107, 170	Warnock, James, & Co. ....	109
Confederation Life Association. ....	55	Kemp Mfg. Co. ....	26	Penberthy Injector Co. ....	71, 125	Weese, G. A., & Son. ....	53
Connor, J. H., & Sons. ....	52, 157	Kennedy Hardware Co. ....	2	Percival Plow and Stove Co. ....	93	Weeton, G., Mfg. Co. ....	181
Copp, W. J. ....	90	Kerr Engine Co. ....	82	Phillips, Chas. D. ....	41	Welsh Tinplate & Metal Stamping Co. ....	172
Consolidated Plate Glass Co. ....	117, 153	Kimball, S. S. ....	183	<b>Q</b>		Western Assurance Co. ....	55
Consumers' Cordage Co. ....	25	<b>L</b>		Queen City Oil Co. ....	153	Western Wire Nail Co. ....	182
Contract Record. ....	120	Lamplough, F. W., & Co. ....	177	<b>R</b>		Wheeler & Bain. ....	125
Cover Mfg. Co. ....	120	Legal Cards. ....	57	Ramsay, A., & Son Co. ....	59, 125	White Mountain Freezer Co. ....	98
Cutts, C. M. & Co. ....	120	Leslie, A. C., & Co. ....	14, 161	<b>S</b>		Whitman & Barnes Mfg. Co. ....	134
<b>D</b>		Lewis Bros. & Co. ....	3, 4	Sadler & Haworth ....	135	Wilcox Mfg. Co. ....	51
Dana & Co. ....	99	<b>M</b>		Samuel, M. & L., Benjamin, & Co. ....	6	Wilson, C., & Son. ....	183
Davidson, Thos., Mfg. Co. ....	33	Mackenzie Bros. ....	165	Sanderson-Harold Co. ....	113	Winnipeg Paint and Glass Co. ....	165
Dennis Wire and Iron Co. ....	171	Mallory, G. W. ....	112	Saunders, Franklin & Co. ....	176	Wood, George D., & Co. ....	13
Deseronto Iron Co. ....	161	Maple Leaf Harvest Tool Co. ....	19	Sayer Electric Co. ....	67	Wright, E. T., & Co. ....	8, 94
Dods, F. D., & Co. ....	153	Mast, J. M., Mfg. Co. ....	59	Scott, Frank H. ....	10		
Dominion Belting Co. ....	41	Maxwell, D., & Sons. .... inside back cover		Scott, Greenwood & Co. ....	133		
Dominion Cartridge Co., outside back cover		Mechanics' Supply Co. ....	75, 76, 77, 78	Seymour, Henry T., Shear Co. ....	59		
Dominion Wire Mfg. Co. ....	17	Metal Shingle and Siding Co. ....	123	Sharratt & Newth. ....	59		
Dorken Bros. & Co. ....	1, 60	Metallic Roofing Co. ....	109, 163	Shaw, A., & Son. ....	59		
Dowdell Mfg. Co. ....	20, 174	Metropolitan Bank. ....	55	Sherwin-Williams Co. ....	145		
<b>E</b>		Metropolitan Business College. ....	53	Silberstein, A. L., & Co. ....	49		
Eastern Automobile Co. ....	130	Millen, John & Son. ....	65	Silica Barytic Stone Co. ....	115, 181		
Educational Dept. ....	53	Montreal Rolling Mills Co. ....	137	Skelden Brush Co. ....	138		
Enterprise Mfg. Co. ....	185	Moore, D., & Co. ....	84	Smart, Jas. Co. ....	80		
Erie Specialty Co. ....	52	Morton, B. K., & Co. ....	161	Smart, James, Mfg. Co. ....	132		
<b>F</b>		Morrison, James, Brass Mfg. Co. ....	168	Smith Carter & Smith. ....	59		
Falkiner, H. F. ....	94	Morrow, John, Machine Screw Co. ....	167	Smith & Hemenway Co. ....	169		
Fancy Goods Co. of Canada. ....	190	Munderloh & Co. ....	62	Standard Ideal Sanitary Co. ....	83		
Foster Pottery Co. ....	59	<b>Mc</b>		Standard Paint and Varnish Works. ....	139		
Forman, John ....	61	McArthur, Alex., & Co. ....	186	Stanforth & Co. ....	132		
Francis-Frost Co. ....	140	McArthur, Cornelle & Co. ....	155	Stanley Rule and Level Co. ....	182		
Frothingham & Workman. ....	12	McCaskey, Dougall & Co. ....	153	Sta-ley Works. ....	112		
<b>G</b>		McClary Mfg. Co. ....	96, 97	St. Arnaud Freres. ....	94		
Gibb, Alexander ....	7, 175, 176	McDougall, R., Co. ....	161	Steel Trough and Machine Co. ....	176		
Gibson, W. J. ....	133	McGregor-Banwell Fence Co. ....	167	Sterne, G. F., & Son. ....	83		
Gies, Philip ....	169	<b>N</b>		Stephens, G. F., & Co. ....	148		
Gilbertson, W., & Co. ....	7, 165	National Fence Co. ....	171	Stewart, Jas., Mfg. Co. ....	81		
Glauber Brass Co. ....	169	Newman, W., & Sons. ....	153	St. George, H. E. ....	153		
Glenny, W. H., & Co. ....	157	New Warren Scale Co. ....	5	St. Margaret's College. ....	53		
Greening, B. Wire Co. ....	15, 171	Nicklin, John, & Co. ....	37	Solarine Metal Polish. ....	94		
Gelinac, C. P., & Frere ....	184	Nobles & Hoare. ....	182	Summers, John, & Sons. ....	176		
Grose, Walter. ....	167	North Bros. Mfg. Co. ....	46, 170	Sylvester Mfg. Co. ....	181		
Grove Chemical Co. ....	182	Nova Scotia Steel and Coal Co. ....	161	Syracuse Smelting Works. ....	133		
Guelph Foundry Co. ....	91	<b>O</b>		<b>T</b>			
Gurney Foundry Co. ....	88	Oakey, John, & Sons. ....	94	Tarbox Bros. ....	52		
Gurney, Tilden Co. ....	104	Office Specialty Mfg. Co. ....	189	Taylor-Forbes Co. ....	1		
Gutta Percha and Rubber Mfg. Co. ....	11	Oneida Community. ....	135	Telephone City Stoves. ....	92		
<b>H</b>		Ontario Lead and Wire Co. ....	83	Thompson, B. & S. H., Co. ....	92		
Ham & Nott. ....	59	Ontario Silver Co. ....	176	Thorne, R. E. ....	169		
Hamilton Cotton Co. ....	184	Ontario Tack Co. ....	82, 119	Tockwotton Co. ....	183		
Hamilton Rifle Co. ....	60	Ontario Wind Engine and Pump Co. ....	41, 56	Toronto Plate Glass Importing Co. ....	116		
Hanover Portland Cement Co. ....	114	O-S-Ezy Mfg. Co. ....	156, 181	Toronto Silver Plate Co. ....	178		
Hanson, J. H. ....	185	Owen Sound Wire Fence Co. ....	171	Turnbull & Henderson. ....	176		
Harrington & Richardson Arms Co. ....	41	<b>P</b>		<b>U</b>			
Heinrich, R. Sons Co. ....	59	Page-Hersey Iron and Tube Co. ....	169	United Factories. ....	147		
Henderson, J. A. ....	182	Page Wire Fence Co. ....	185	United States Register Co. ....	87		
Henderson & Potts Co. ....	144	Parmenter & Bullock. ....	119	Utica Drop Forge and Tool Co. ....	163		
Hill, Wm. ....	185	Patterson Mfg. Co. ....	188	<b>W</b>			
Hobbs Mfg. Co. ....	111, 117	Pearcy-Sanderson Co. ....	152	Wadsworth, Howland & Co. ....	151		
Hotel Directory. ....	53	Peck Rolling Mills. ....	126	Waggoner Ladder Co. ....	51		
Howden, D. H., & Co. ....	16	Pedlar People. ....	107, 170	Walker Steel Range Co. ....	95		
Howland, H. S., Sons & Co. ....	30, 31	Penberthy Injector Co. ....	71, 125	Wallace Barnes Co. ....	167		
Hyde, F. & Co. ....	161	Percival Plow and Stove Co. ....	93	Wallace, Wm. ....	183		
<b>I</b>		Phillips, Chas. D. ....	41	Walter, E. F., & Co. ....	172		
Imperial Varnish and Color Co. ....	143	<b>Q</b>		Warminton, J. N. ....	16		
International Gas Appliance Co. ....	100	Queen City Oil Co. ....	153	Warnock, James, & Co. ....	109		
International Stock Food Co. ....	18	<b>R</b>		Weese, G. A., & Son. ....	53		
Ironside, Son & Co. ....	52	Ramsay, A., & Son Co. ....	59, 125	Weeton, G., Mfg. Co. ....	181		
Iver Johnson Arms and Cycle Works. ....	174	<b>S</b>		Welsh Tinplate & Metal Stamping Co. ....	172		
<b>J</b>		Sadler & Haworth ....	135	Western Assurance Co. ....	55		
Jackson, C. F., & Co. ....	161	Samuel, M. & L., Benjamin, & Co. ....	6	Western Wire Nail Co. ....	182		
Jamieson, R. C., & Co. ....	154	Sanderson-Harold Co. ....	113	Wheeler & Bain. ....	125		
Jardine, A. B., & Co. ....	169	Saunders, Franklin & Co. ....	176	White Mountain Freezer Co. ....	98		
Jenkin, A. O. ....	123, 185	Sayer Electric Co. ....	67	Whitman & Barnes Mfg. Co. ....	134		
Jenkins Bros. ....	80	Scott, Frank H. ....	10	Wilcox Mfg. Co. ....	51		
Johnston, Rd., Clapham & Morris. ....	182	Scott, Greenwood & Co. ....	133	Wilson, C., & Son. ....	183		
Jones & Barclay. ....	120	Seymour, Henry T., Shear Co. ....	59	Winnipeg Paint and Glass Co. ....	165		
<b>K</b>		Sharratt & Newth. ....	59	Wood, George D., & Co. ....	13		
Kemp Mfg. Co. ....	26	Shaw, A., & Son. ....	59	Wright, E. T., & Co. ....	8, 94		
Kennedy Hardware Co. ....	2	Sherwin-Williams Co. ....	145				
Kerr Engine Co. ....	82	Silberstein, A. L., & Co. ....	49				
Kimball, S. S. ....	183	Silica Barytic Stone Co. ....	115, 181				
<b>L</b>		Skelden Brush Co. ....	138				
Lamplough, F. W., & Co. ....	177	Smart, Jas. Co. ....	80				
Legal Cards. ....	57	Smart, James, Mfg. Co. ....	132				
Leslie, A. C., & Co. ....	14, 161	Smith Carter & Smith. ....	59				
Lewis Bros. & Co. ....	3, 4	Smith & Hemenway Co. ....	169				
<b>Lewis, Rice, &amp; Son., inside front cover, 151</b>		Standard Ideal Sanitary Co. ....	83				
Lewis, Samuel, & Co. ....	172	Standard Paint and Varnish Works. ....	139				
Library Bureau of Canada. ....	170	Stanforth & Co. ....	132				
Lockerby & McComb. ....	111	Stanley Rule and Level Co. ....	182				
London Fence Machine Co. ....	165	Sta-ley Works. ....	112				
London Rolling Mill Co. ....	6	St. Arnaud Freres. ....	94				
Loughead, J. S., & Son. ....	184	Steel Trough and Machine Co. ....	176				
Lucas, John & Co. ....	155	Sterne, G. F., & Son. ....	83				
Lufkin Rule Co. ....	56	Stephens, G. F., & Co. ....	148				
Luxfer Prism Co. ....	111	Stewart, Jas., Mfg. Co. ....	81</				

## CLASSIFIED LIST OF ADVERTISEMENTS.

**Accountants and Auditors.**

Hoskins, David, Toronto.  
Jenkins & Hardy, Toronto.

**Aluminum Castings.**

Canadian Aluminum Works, Montreal.

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 Shaw, A., & Son, London, Eng.
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 Grove Chemical Co., Lancashire, Eng.
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 Erie Specialty Co., Erie, Pa.  
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 Mast, J. M., Mfg. Co., Lititz, Pa.
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 Maple Leaf Harvest Tool Co., Tillsonburg, Ont.  
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 White Mountain Freezer Co., Nashua, N.H.
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 Penberthy Injector Co., Windsor, Ont.
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 Montreal Rolling Mills Co., Montreal.  
 Page-Hersey Iron and Tube Co., Guelph.
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 Waggoner Ladder Co., London, Ont.
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 Henderson, J. A., Montreal.  
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 Jackson, C. F., & Co., Vancouver, B.C.  
 Johnston, Rd., Clapham & Morris, Manchester, Eng.  
 Kemp Mfg. Co., Toronto.  
 Leslie, A. C., & Co., Montreal.  
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 London Rolling Mills Co., London, Ont.  
 Lysaght, John, Bristol, Eng.  
 Montreal Rolling Mills Co., Montreal.  
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 Hyde, F., & Co., Montreal.  
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 Foster Pottery Co., Hamilton, Ont.
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 Greening, B., wire Co., Hamilton, Ont.  
 Page Wire Fence Co., Walkerville, Ont.
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 Davidson, Thos., Mfg. Co., Montreal.  
 Ham & Nott Co., Brantford, Ont.  
 Sanderson-Harold Co., Paris, Ont.
- Registers.**  
 United States Register Co., Battle Creek, Mich.
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 Bird, J. A. & W., & Co., Boston.  
 Jenking, A. C., & Co., Montreal.  
 McArthur, Alex., & Co., Montreal.  
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 McClary Mfg. Co., London, Ont.  
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 Canada Foundry Co., Toronto.  
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- Shelf Brackets.**  
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 Toronto Silver Plate Co., Toronto.  
 Weeton, G., Mfg. Co., Toronto.
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 Guelph Foundry Co., Guelph.  
 Gurney Foundry Co., Toronto.  
 Kemp Mfg. Co., Toronto.  
 McClary Mfg. Co., London.  
 Moore D., Co., Hamilton, Ont.  
 Percival Plow & Stove Co., Merrickville, Ont.  
 Smart, Jas., Mfg. Co., Brockville.  
 St. Arnaud Freres, Montreal.  
 Sterne, G. F., & Son, Brantford, Ont.  
 Stewart, James, Mfg. Co., Woodstock.  
 Telephone City Stoves, Brantford.  
 Walker Steel Range Co., Grimsby, Ont.  
 Wheeler & Bain, Toronto.  
 Wright, E. T., & Co., Hamilton.
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 St. Arnaud Freres, Montreal.
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 Ontario Tack Co., Hamilton.  
 Peck Rolling Mills Co., Montreal.
- Telephones.**  
 Bell Telephone Co., Montreal.
- Traps.**  
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- Vises.**  
 Lamplough, F. W., & Co., Montreal.
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 Alabastine Co., Paris, Ont.
- Wall Paper.**  
 Stauntons Limited, Toronto.
- Wall Paper Trimmer.**  
 Ridgeley Trimmer Co., Springfield.
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 Burrow, Stewart & Milne, Hamilton, Ont.  
 Canadian Fairbanks Co., Montreal.
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 Bach Specialty Co., Toronto.  
 Boss Washing Machine Co., Cincinnati, O.  
 Connor, J. H., & Son, Ottawa.  
 Dowsell Mfg. Co., Hamilton, Ont.  
 Taylor Forbes Co., Guelph, Ont.
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 Birkett, Thos., & Sons Co., Ottawa.  
 Frothingham & Workman, Montreal.  
 Howden, D. H., & Co., London, Ont.  
 Howland, H. S., & Sons Co., Toronto.  
 Kennedy Hardware Co., Toronto.  
 Lewis Bros. & Co., Montreal.  
 Lewis, Rice, & Son, Toronto.  
 Wood, Geo. D., & Co., Winnipeg, Man.
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 Hobbs Mfg. Co., London, Ont.  
 Luxfer Prism Co., Toronto.
- Window Cards and Signs.**  
 Martell-Stewart Co., Montreal.
- Window Shades.**  
 Smith, Carter & Smith, Toronto.
- Wire Springs.**  
 Henderson, J. A., Montreal.  
 Wallace, Barnes Co., Bristol, Conn.
- Wire, Wire Rope, Cow Ties, Fencing Tools, etc.**  
 Bayliss, Jones & Bayliss, Wolverhampton, Eng.  
 American Steel and Wire Co., New York, Montreal, Chicago.  
 Dennis Wire and Iron Co., London, Ont.  
 Dominion Wire Mfg. Co., Montreal and Toronto.  
 Greening, B., Wire Co., Hamilton.  
 Ironside, Son & Co., London, Eng.  
 McGregor-Banwell Fence Co., Walkerville, Ont.  
 Montreal Rolling Mills Co., Montreal.  
 National Fence Co., Merrickville, Ont.  
 Oneida Community, Niagara Falls.  
 Owen Sound Wire Fence Co., Owen Sound.  
 Page Wire Fence Co., Walkerville, Ont.  
 Walter, E. F. & Co., Montreal.  
 Western Wire & Nail Co., London, Ont.  
 Wilcox Mfg. Co., London, Ont.
- Woodenware.**  
 Bennet Mfg. Co., Pickering, Ont.  
 Gelinas, C. P., & Frere, Three Rivers, Que.  
 Glenney & Co., Rochester.  
 Taylor-Forbes Co., Guelph, Ont.  
 United Factories, Toronto.  
 Waggoner Ladder Co., London, Ont.  
 Wood, Geo. D., & Co., Winnipeg.
- Wrapping Papers.**  
 Canada Paper Co., Toronto.  
 McArthur, Alex., & Co., Montreal.  
 Royal Paper Mills Co., East Angus, Que.



# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame Churn

## "Maxwell Favorite Churn"

**PATENTED FEATURES**—Improved Steel Stand, Roller, Bearings, Foot and Hand Lever Drive, Detachable Spokes, Bolted Trunnions.

## Lawn Mowers

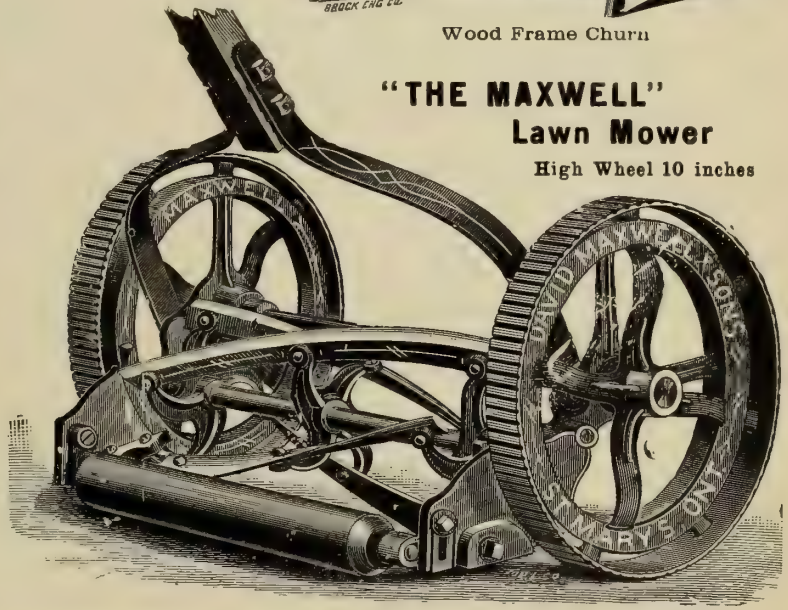
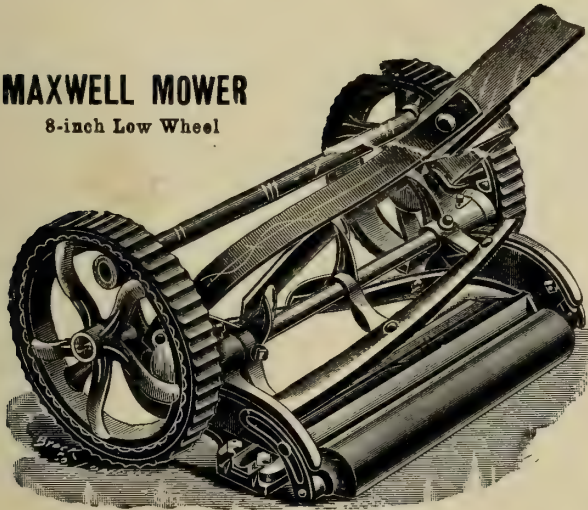
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.



Wood Frame Churn

## MAXWELL MOWER

8-inch Low Wheel



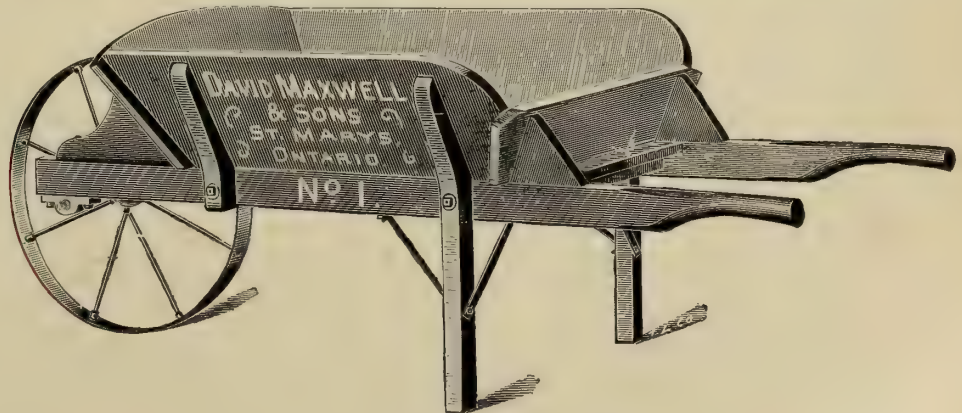
## "THE MAXWELL" Lawn Mower

High Wheel 10 inches

## WHEEL BARROWS

General Purpose or  
Garden Barrows

All styles and sizes.



No. 1—General Purpose Barrow

Our Lawn Mowers, Churns and Barrows are sold by the leading wholesale firms. If your wholesale house does not handle them write us direct.

# DAVID MAXWELL & SONS

ST. MARYS, ONTARIO, CANADA



A  
NEW  
SET OF

# SHOT SHELLS

REPRESENTING  
THE HIGHEST  
DEVELOPMENT  
OF  
SHOT GUN  
AMMUNITION



DOMINION  
CARTRIDGE CO. LIMITED  
MANUFACTURERS  
MONTREAL

**CROWN**, for Black Powder.

**SOVEREIGN**, for bulk Smokeless.

**REGAL**, for dense Smokeless.

**IMPERIAL**, A Special Trap Shell.

} Improved  
BATTERY  
Primers.

## STANDARD LOADING

CROWN - HAMILTON POWDER CO.'S "SNAPSHOT"

SOVEREIGN - NOBEL'S "EMPIRE"

REGAL - NOBEL'S "BALLISTITE"

THE NOBEL COMPANY RECEIVED HIGHEST AWARD AT ST. LOUIS EXHIBITION



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVII.

MONTREAL AND TORONTO, APRIL 1, 1905

NO. 133

**EMERSON'S**

CARVERS  
CASED GOODS  
TABLE CUTLERY

TRADE MARKS  
THE MURRAY  
THE INVICTA  
EL DORADO  
CAMBRIDGE & CO.  
ENGLAND  
SHEFFIELD

BUTCHERS'  
HUNTING &  
POCKET KNIVES

**CUTLERY.**

FOR SALE BY LEADING WHOLESALE HOUSES.

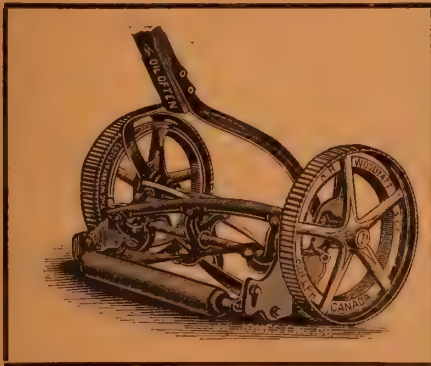
## "QUEEN'S HEAD" IRON



Sold on merit

but price is also right

JOHN LYSAGHT, Limited, Makers, A. C. LESLIE & CO., MONTREAL  
BRISTOL, ENG. Managers Canadian Branch.



**The Woodyatt.**

## GREEN GRASS

will soon be here. The Spring warmth assures that.  
How are you prepared with

## Lawn Mowers

**HAVE YOU PLACED YOUR ORDER?**

We want your Lawn Mower business. Here is our argument for it: We are a Canadian firm. Our Mowers are standard the world over. They are soundly guaranteed. They are perfectly made, from the very best material, by skilled workmen. Our Mowers are famous wearers. When it comes to repairs, you can get them from us quickly and inexpensively.

HAVE YOU OUR 1905 CATALOGUE? SEND FOR IT. ORDER THROUGH YOUR JOBBER.

## Taylor-Forbes Company

Montreal Branch :  
9 De Bresoles St.

The Largest Manufacturers of Hardware in Canada.

LIMITED.

**GUELPH, CANADA**

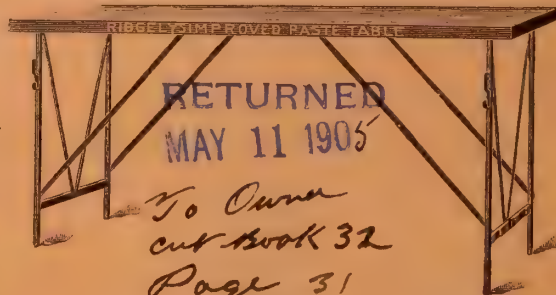


# PAINTERS' AND PAPER HANGERS' TOOLS

Hardwaremen will find it to their interests to handle a line of these Tools. Good profits. Now is the season for them.



SMOOTHING ROLLER



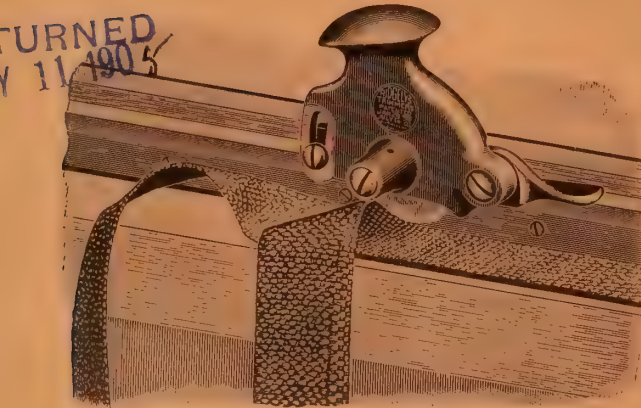
FOLDING PASTE TABLE



WHEEL KNIFE



SEAM ROLLER



RIDGELY'S TRIMMER



IDEAL WOOD GRAINER

Can be used to imitate any known growth of wood.

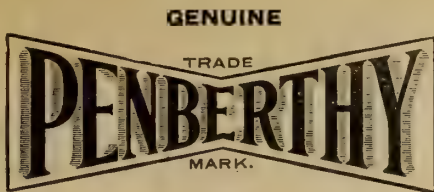


THE RIDGELY TRESTLE

WRITE FOR PRICES AND LISTS

**RICE LEWIS & SON**  
LIMITED  
**TORONTO.**





SAFE



SIMPLE

**AUTOMATIC INJECTOR**  
Penberthy Oil Cups Lead



"SALUTE"  
Snap Lever Oiler

MADE IN  
CANADA



"SULTAN"  
Gas Engine Oiler

ASK YOUR DEALER

Don't forget to get our  
prices for ~~our~~

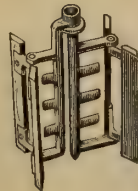
## SPRING GOODS

BEFORE BUYING

Lawn Mowers, Lawn Rakes,  
Rubber Hose, Harvest Tools.  
Shovels and Spades, Paris  
Green, Green Wire Cloth.  
Churns, Wheelbarrows. . . .

Builders' and Lumbermen's Supplies Always  
on Hand

**THOS. BIRKETT & SON CO.,**  
LIMITED  
**OTTAWA, ONT.**



"AMERICAN"  
(2 in 1)

**TWIN FREEZERS**

Freezes two flavors of Ice Cream or an Ice or Sherbet  
and Ice Cream at one and same time, in one Freezer  
Something entirely new. Never done before.

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.

"LIGHTNING"



"GEM"

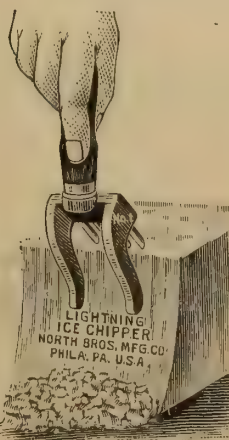


"BLIZZARD"

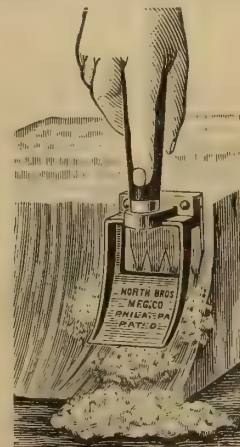


**THE BEST ICE CREAM FREEZERS** in practical use, because convenient,  
ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts  
with little bother and less work.

THE ONLY FREEZERS MADE having Cedar Pails with Electric Welded Wire Hoops  
Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.



"LIGHTNING"  
ICE CHIPPERS

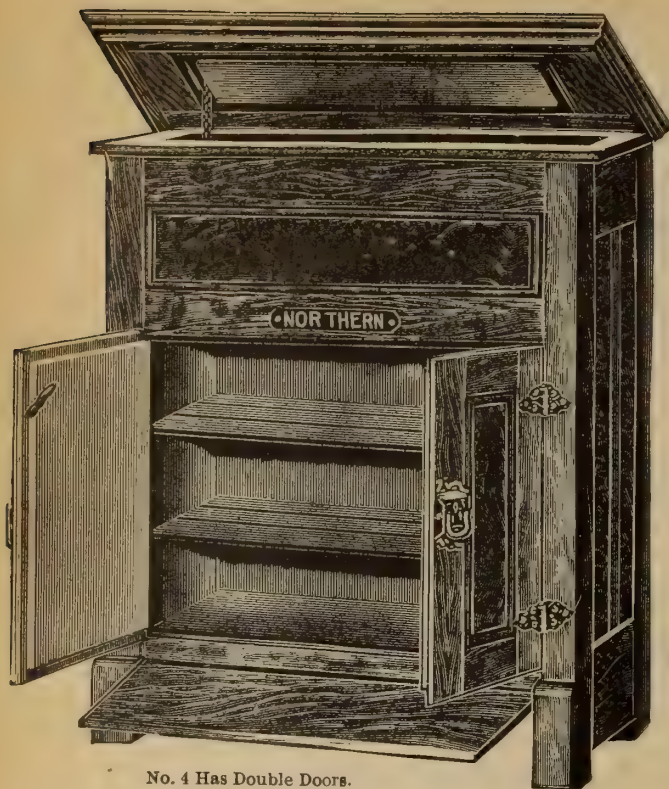


"CROWN"  
ICE CHIPPERS



"GEM"  
ICE SHAVE





No. 4 Has Double Doors.

# The "Northern" Refrigerator

## SPLENDID VALUE

Hardwood Antique Flow Finish  
 Beaded Panels  
 Swing Base  
 Extra Large Ice Chamber  
 Fancy Brass Locks and Hinges  
 Zinc Lined Throughout  
 Dry Cold Air Principle  
 Thoroughly Insulated  
 Made in Three Sizes—1, 2, and 4

WRITE FOR PRICES.

**The Thos. Davidson M'f'g Co., Limited**  
**MONTREAL.**

*We issue a*

# ***Monthly Stock List*** ***of Sheet Metals***

*which we shall be pleased to mail on application.*

**M. & L. Samuel, Benjamin & Co.**

**503 Temple Building - TORONTO.**





**Spray Pumps, Hose Reels, Gem Brass Hose Nozzle, Lawn Rakes, Weed Cutters, Sod Spades, Poultry Netting, Staples, Hoes, Barrows,**



**Croquet Sets, Grass Catchers, Reaping Hooks, Grain Sickles, Grass Shears, High and Low Wheel Lawn Mowers**



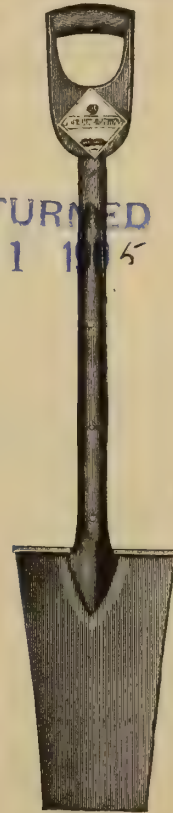
No. 101. Garden Shears

**You are invited to**

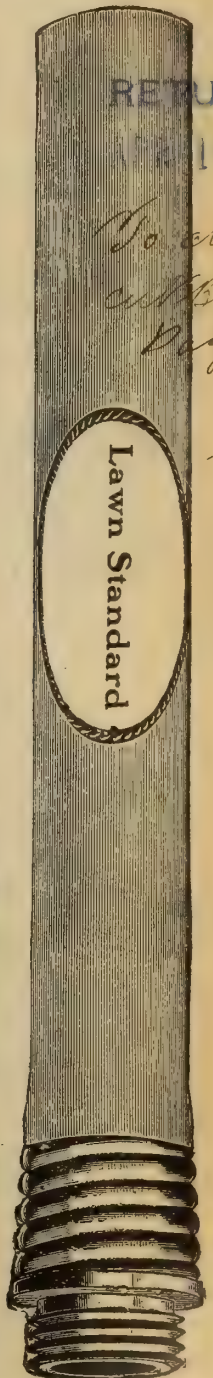


No. 157, Black's,

**RETURNED APR 1 1905**



Nursery Spade



**Lawn and Garden Goods**

**confer with us**

**Lewis Bros. & Co.**

Importers and Distributors

OTTAWA, TORONTO, VANCOUVER, CALGARY,

Communications to **MONTREAL**

**Hose Menders, Hose Coupling, Pliers, Hose Pipes, Sprinklers, Hose Straps, Pruners' Knives, Floral Sets, Sprayers, Forks, Trowels, Weeding Hooks, Saws**





# TRUE BRAND CUTLERY

Guaranteed



Best Quality

POCKET KNIVES

RAZORS

SCISSORS

E. F. WALTER & CO., MONTREAL

166 and 168 MCGILL STREET



## HOLLOW-WARE

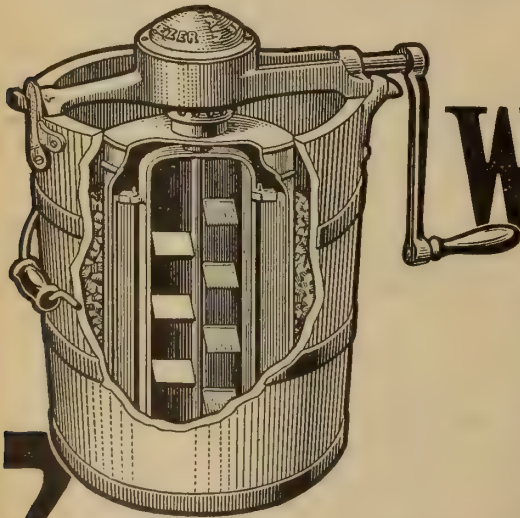
PRESSED,  
STAMPED, and  
MACHINE-MADE.

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our Illustrated lists

The **Welsh Tinplate & Metal Stamping Co., Ltd.**  
LLANELLY, WALES



## THE WHITE MOUNTAIN FREEZER

The

**Ice Cream Maker** Par  
Excellence

*Three Motions inside the Can. Two Separate Dashers.  
Produces the Greatest Quantity of Quality, Quickly.  
The Freezer that is Most Advertised, Best Known and  
Best Liked. Endorsed by and Sold by Leading Jobbers  
Everywhere. Catalogue for the Asking.*

**The McClary Manufacturing Co.,**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, and ST. JOHN, N.B.

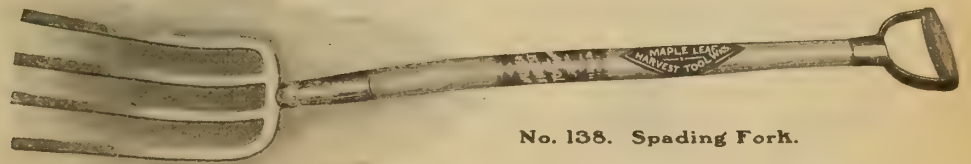


# Have You Seen Them ?

For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



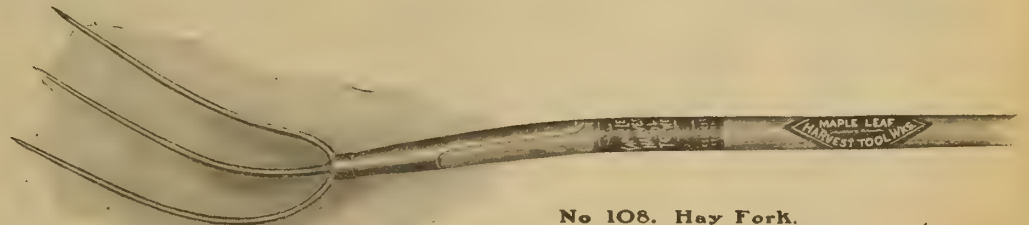
No. 122. Manure Fork.



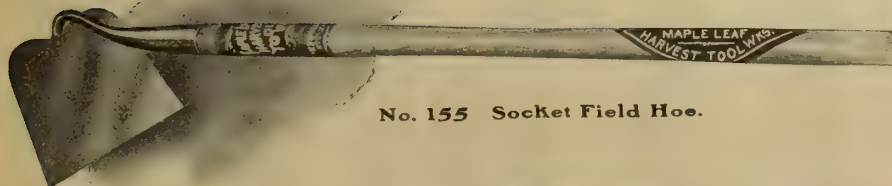
No. 138. Spading Fork.



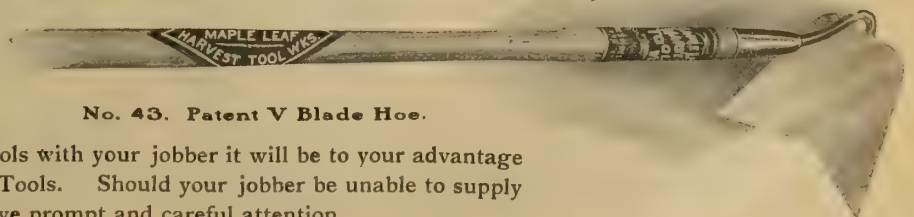
No. 243. Beet Fork.



No. 108. Hay Fork.



No. 155 Socket Field Hoe.



No. 43. Patent V Blade Hoe.

## TO THE HARDWARE TRADE—

When placing your order for harvest tools with your jobber it will be to your advantage to specify for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

# The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.



Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

## ONTARIO SILVER CO.,

Limited,

NIAGARA FALLS, CANADA.

Manufacturers of **FLATWARE, CUTLERY and ELECTRO PLATE.**

Ask for our Catalogue and Quotations.

Buy

## "Windmill Best"

Galvanized Sheets

Made by

John Summers & Sons, Ltd.

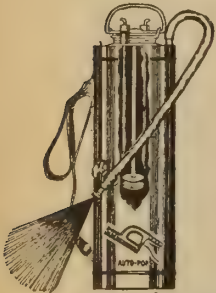
STALYBRIDGE, ENG.

Agent

F. HANKIN, - Montreal

## AUTO - SPRAY

Best Compressed-Air  
Hand Sprayer made



An absolute necessity for every Farm and Garden.

Will pay its cost in one season for Potatoes alone.

Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 9 minutes.

Liberal Terms to the Trade

CAVERS BROS. - Galt, Ont.

Sole agents for the Dominion.



The Sarnia Hub, Spoke and Bent Goods Mfg. Co.

Sarnia, Ontario

We are prepared to fill any orders for

**HEAVY WAGON, SLEIGH, BUGGY, AND CUTTER STOCK**

We make a specialty of heavy stock and can fill orders promptly. Made from the best of oak and hickory as we carry a large stock of lumber and can make any sizes that may be required. We make it a point to fill orders promptly.

If you are in need of anything in our line we will be pleased to hear from you and we will give it our prompt attention.

J. S. LOUCHEAD & SON, Sarnia, Ont.



## DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

### "Maxwell Favorite Churn."

**PATENTED FEATURES:**

Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

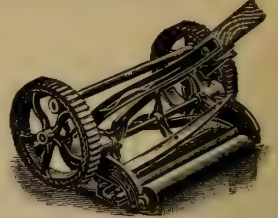
Steel Frame Support.

### Lawn Mowers.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



**MAXWELL MOWER**

8-in. Low Wheel.

**Wheelbarrows.**

In Four Different Sizes.

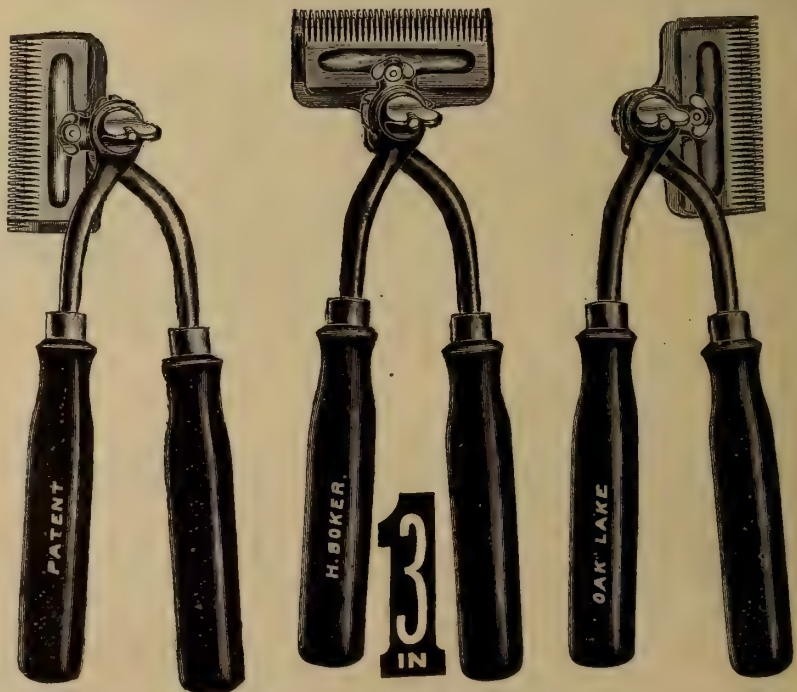
Before placing orders for **CHAINS and ANCHORS, WIRE RODS, TUBES, ETO., ETO.,** communicate with:

**Rd. JOHNSON, CLAPHAM & MORRIS, LTD.**

MANCHESTER, ENGLAND

who will quote delivered any point as may be required.

The Finest One-Man Horse Clipper Made.



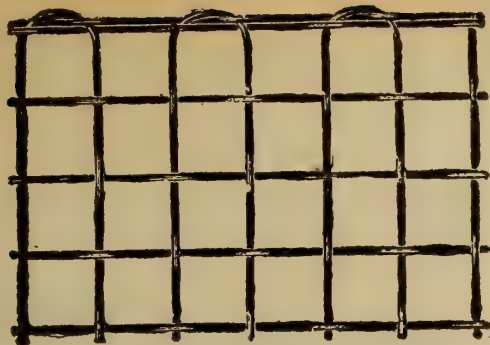
One Man Can Clip a Horse Without Any Other Help.

**Henry Boker's Oaklake**

**Patented Reversible Horse Clipper**

FOR SALE BY LEADING WHOLESALE HOUSES





## WIRE CLOTH

FOR

Sand Screens,  
Coal Screens,  
Mining Screens,  
Cinder Sifters,  
Evaporators,  
Grain and Seed Cleaning  
Machinery,  
Milk Strainers,

Galvanized and Re-  
galvanized Cloth,  
Wire Lathing,  
Window Protection,  
Malt Kiln Floors,  
Woolen Mills,  
Smoke Stacks,  
And for all purposes.

**THE B. GREENING WIRE CO.,**  
LIMITED

Hamilton, Ont.

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## Dillon-Hinge Stay

Why handle Barb and Coiled Wire at no profit when you can have a fair margin on our

**DILLON FENCING.**



Got up specially for the hardware trade.  
Easily put up and at the most moderate prices.

**Write for Prices in Car or Small Lots.**

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**CAVERHILL, LEARMONT & CO.,**

Eastern and Western Agents,

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## AND ITS PRODUCTS

We are Sole Canadian Agents for the H. W. Johns-Manville Co., the largest manufacturers of Asbestos products. We carry a well-assorted stock and can quote interesting prices on Asbestos Cement, Sheet Asbestos, Asbestos Paper in Rolls, Asbestos Pipe Coverings, Asbestos Packings and Gaskets, Furnace Cements, Asbestic Wall Plaster, Asbestos Stove Linings and Mats, Etc., Etc., Etc.

*Send For Asbestos Catalogue.*



Asbestos Sheathing or  
Building Paper



Asbestos Mill Board

**THE CANADIAN FAIRBANKS CO. LIMITED**

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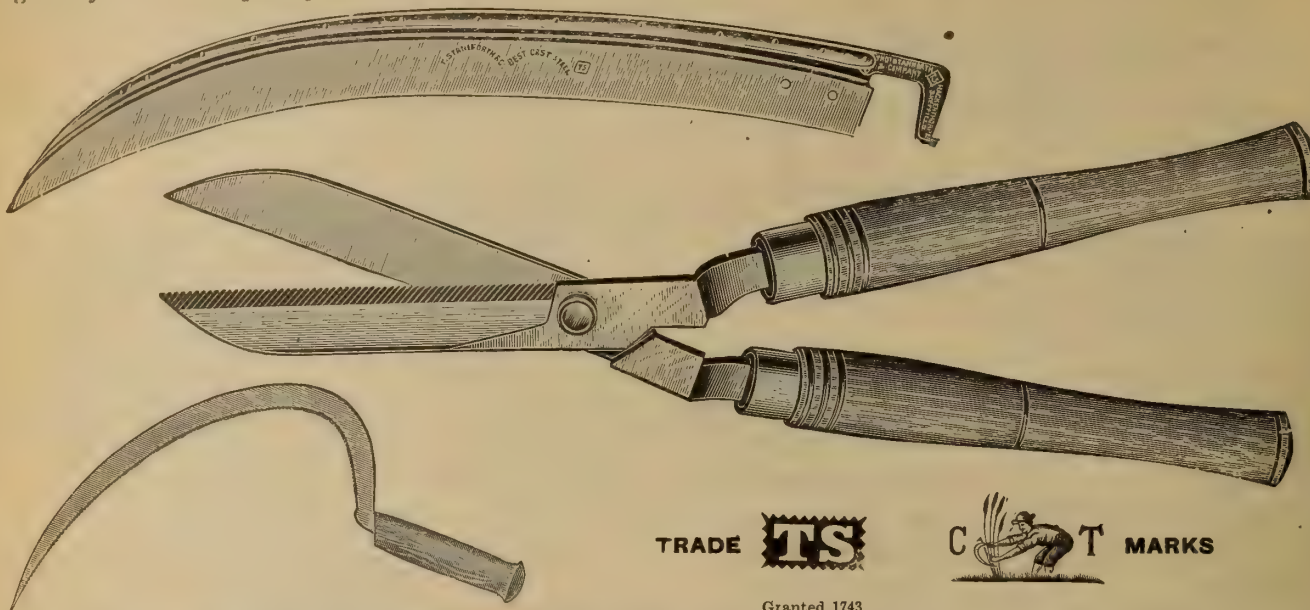
TORONTO.

VANCOUVER.

WINNIPEG.



**I CAN'T BUY YOUR GOODS.** A PROMINENT Hardwareman once said to me, "I can't buy any more of your goods—too dear; can buy ROLLED Steel Shears at HALF the price and sell them at the SAME PRICE as yours. They are not so good but they LOOK the SAME and there is more MONEY in them." If YOU sell this class of goods, next time your customer wants to BUY, he will have this CHALKED up against you and will "pass by on the OTHER side."



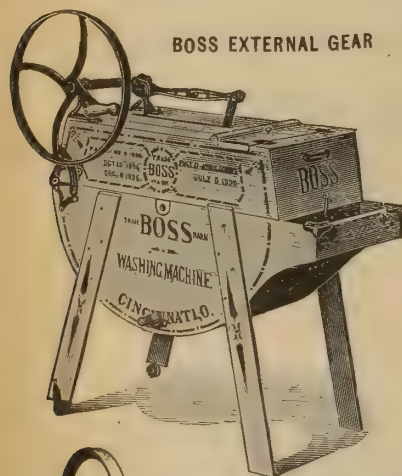
Granted 1743

When you buy shears, take no chances, see that they are stamped "HAND FORGED" and have the name "**THOS. STANIFORTH & CO., SHEFFIELD**" on them, then you KNOW your REPUTATION on this line is SAFE.

Ask your jobber for them. If he cannot supply them write

**JAS. S. PARKES, 446-448 St. Paul Street, Montreal,**

and he will tell you where to get them.



BOSS EXTERNAL GEAR

## The World's Most Famous WASHERS

*Made by the largest Washing Machine Factory in the world.  
Capacity, 600 machines per day.*

### They Are Not Cheap Goods

as goods of such quality would not have permitted of thriving success and present standing of our Washers, and daily capacity.

*Ask your nearest Hardware Jobber for samples, and insist upon his furnishing Washers bearing our stamp.*

They are the most profitable to handle, because they sell readily. Write to us for catalogue. Address

**BOSS WASHING MACHINE CO.**

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Distributors for Ontario and Northwest Territories:

**WALTER WOODS & CO., - Hamilton and Winnipeg.**



1904 AUTOMATIC



New Boss Rotary-Shielded Gears





**LOW MOOR IRON** is a superior wrought iron, made in Yorkshire, England. It is used wherever safety in welding, toughness to resist repeated blows, and uniformity of quality are of vital importance. The "Scientific American" states thus the result of impartial tests :



A recent test of Low Moor Stay Bolt Iron, made by one of the leading American railroad companies, gave the following excellent results. Three specimens were tested and the average figures were: Tensile strength, 51,020 lbs. per square inch; Elastic Limit, 29,656 lbs.; Elongation in 8 in., 30.58 per cent. All of the test pieces passed the Hot and Cold Bending tests. The chemical analysis showed: Silicon, .074 per cent.; Phosphorus, .083 per cent.; Iron, 99.43 per cent.; Carbon and Manganese, traces; Sulphur, none.  
—Scientific American.

If your customer requires a good iron, recommend Low Moor.

SOLD ONLY BY

## Frothingham & Workman, Limited

Wholesale Hardware and Iron Merchants, - - - Montreal, Canada.

FOR 96 YEARS SELLERS OF HARDWARE.

CANADIAN CORDAGE & MFG. CO., Limited

## CORDAGE

OF EVERY DESCRIPTION.

MANILA ROPE,  
SISAL ROPE,  
LATHYARN.

## BINDER TWINE:

SISAL,  
STANDARD,  
MANILA.

All qualities and lengths, 500 ft., 550 ft., 600 ft., 650 ft. to the pound.

We guarantee our goods to be absolutely Pure and free from all substances calculated to increase weight. Consumers will find on careful test that our goods are the Most Economical, Highest quality, Low prices.

Wire, Write or 'Phone

Canadian Cordage & Mfg. Co.

Long Distance 'Phone 162

LIMITED

PETERBOROUGH, ONTARIO, CANADA



ONEIDA  
COMMUNITY'S  
WELDLESS  
COW TIES.

Illustration shows the

NIAGARA WIRE LINK  
OPEN RING TYPE

Also made in CLOSED RING, THREE CHAIN  
and DOMINION (or "Short") TYPES.

Oneida Community Cow Ties can be had of all the leading jobbers. We invite correspondence where any difficulty is experienced in obtaining our goods.

ONEIDA COMMUNITY, Limited  
NIAGARA FALLS, ONT.



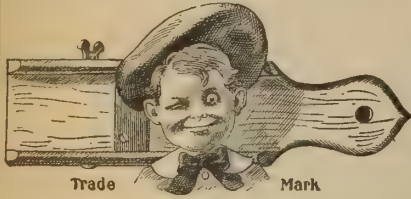
**GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES**



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

LONDON, ONT



**"LITTLE SHAVER"**

A handy kitchen utensil for scraping chocolate, slicing small fruits and vegetables. Sells well at all seasons because always useful. Made of hardwood. Blade of finely tempered steel.

Dealers write for prices to

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Sharratt & Newth

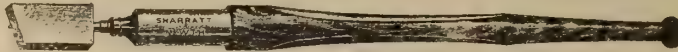
43 and 44 Percival Street, - London, England

Contractors to H. M. Government and the Principal English Sheet and Plate Glass Works.

ALSO

Lead Vices,  
Carbon Tools,  
Etc., Etc.,

Established 181



Agents for Canada: **A. Ramsay & Son Company, Montreal**

**GLAZIERS' DIAMONDS**



Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

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**CELEBRATED**

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**SHEARS**

Tailors' Shears,  
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Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

**R. HEINISCH'S SONS CO.**

NEW YORK OFFICE, 155 Chambers St  
NEWARK, N.J., U.S.A.

**SEYMOUR SHEARS**

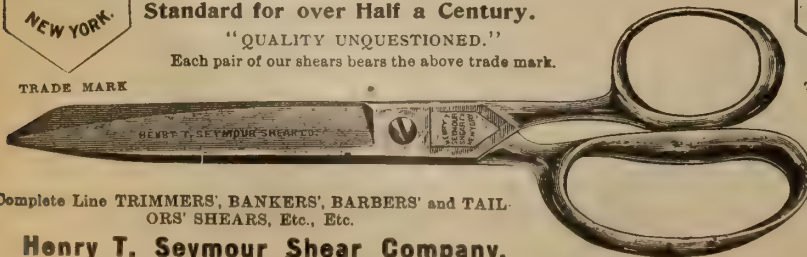
HAVE BEEN THE  
Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.



TRADE MARK



TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

**Henry T. Seymour Shear Company.**

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

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# MUTUAL HARDWARE INSURANCE.

MUTUAL insurance amongst hardware dealers is an established success in the Northern and Western States, where the retail hardware dealers have overcome their prejudices and banded together into associations for mutual benefit and co-operation. In Canada organization has not progressed so far as yet, but already the matter of mutual fire insurance has been taken up and a start will be made in all probability before another year passes by.

Mr. C. F. Ladner, president of the Minnesota Hardware Dealers' Insurance Association, who has had years of experience in mutual insurance, addressed the Iowa Retail Hardware Dealers on this subject recently.

## MR. LADNER'S ADDRESS.

Mutual insurance, be it life or fire, means, in its simplest construction, protection guaranteed by each stockholder to the others at cost. The word "mutual," however, is very much abused at the present time, and in a great many instances simply means that the insured mutually agree to pay a certain company or corporation a large amount for "protection," which is paid out to high-salaried officers and for other expenses, and the so-called stockholder, while he is supposed to have an interest in the surplus, never, in fact, receives any dividends therefrom.

This is not the case, however, with hardware dealers' mutual fire insurance companies. Our aim is to place our insurance at actual cost, and this is done by doing business direct with the insured through the secretary of the company, thereby saving the commission of agents. The secretary is usually the only paid officer of the company, the directors and other officers receiving only the actual expenses incurred in the work they perform.

Our premiums are collected in advance at about the same rate as old line or stock companies, charge and the earnings of the company, less a safe surplus to enhance the stability of the company, are divided at the end of the year among our stockholders, the insured, either in cash rebate or in reinsurance, at the option of the holder of the policy. Mutual fire insurance is not a new or untried experiment. Mutual fire insurance companies have existed and flourished in the Eastern and Central States for a great many years and have saved their patrons thousands of dollars. This is espe-

cially true of those mutuals doing business among cotton and woollen mills and among the flour mill industries.

## IS MUTUAL INSURANCE SAFE?

But the question might be asked, Is mutual fire insurance safe, and will the companies endure the test of time? The records of the United States Census Bureau show that during the decade of 1890 to 1900 fully 33 per cent. of all stock companies doing business during that time had gone out of existence and only  $\frac{1}{4}$  of that per cent. of mutuals retired.

F. J. Martin, chairman of the Statistics Committee of the National Association of Co-operative Mutual Fire Insurance Companies, makes this statement: "In 1890 there were 350 stock fire insurance companies doing business. On January 1, 1903, only 153 of these remained. In all the States but five, in which, we have not complete reports, there were 1,225 mutuals doing business in 1890. On January 1, 1903, all but 189 of them remained in existence. This shows the failure of over 50 per cent. of the stock companies as compared with only 15 per cent. of the mutuals."

If this is the showing which mutuals in general make, hardware dealers' mutuals should be even more enduring, because they ensure only hardware stocks, which in themselves are safe risks, and because their clients are so separated that a fire scarcely touches more than one of them at a time, and we do no business in large cities.

Are hardware dealers' mutual fire insurance companies justified in organizing and doing business? I say most emphatically, yes. It is a well-known fact that stock companies, as a rule, after paying large commissions to local and general agents, high rents and officers' salaries, still pile up large amounts of money, invested in good interest-paying bonds and other securities.

The dividends of American joint stock companies were higher in 1902 than in any year since 1860, and the general average for the last eight years previous to 1902 was larger than the average for the past forty-two years.

Not content, however, with the large profits they made, the companies generally doing business through the West raised their rates on an average of 25 per cent., and were it not for the success shown by the mutual companies and the inroads they are making on the busi-

ness of the "old liners," I have no doubt they would advance their rates still higher.

## INCREASED SAFETY OF RISKS AND LARGER PROFITS.

You can very materially assist in making by providing some safe place to keep hardware dealers' mutual fire insurance still more safe and profitable by paying closer attention to the surroundings and interiors of your stores. How many of you take proper precaution with the disposition of your ashes from your stoves or heating plants?

How do you care for the sweepings and litter and rubbish accumulating from the unpacking of goods? More fires occur from the careless handling of these things than from any other source.

Another source of great danger of fires is the largely increased sale of gasoline, since the advent of gasoline engines and automobiles. Many hardware dealers are deriving a materially increased revenue from handling gasoline, but at the same time are endangering their stock by keeping it either in the same building with their general stock of goods or in some open shed, where most anybody can get at it. Why not spend some of the earnings from handling this product by providing some safe place to keep it in?

It is conceded that the hardware dealer in the village or city where he is located is considered above the average business man in intelligence and business qualification. I do not make this statement to flatter you, but state it as a solid fact. You should therefore lead in keeping your store and surroundings clean and safe from combustible rubbish and thereby not only make your own risk safer, but by example prove the confidence reposed in you and invite your business neighbors to do likewise.

## IMPORTANCE OF RECORDS.

Another source of improvement which could be profitably made by a great many merchants is in the system of keeping their books. To illustrate this more fully I will relate an instance which came to my personal observation about a month ago: A merchant insured in our company suffered a fire loss and I was sent to make the adjustment. I found the building occupied by the merchant entirely destroyed, but as the fire started in an adjoining building about \$600 worth of stock was saved. The



man carried \$2,800 insurance, one-half with us and the balance in an old line company. After invoicing the salvage I asked him how much stock he had. He thought about \$4,000. I asked him to show me his merchandise account and previous invoice to prove his assertion. He had neither inventory nor merchandise account, but had a memorandum showing that his last year's inventory was \$2,550. We had to go to work and figure up from the individual accounts in his books his purchases and sales, and, after allowing him the usual supposed profit, we could only figure out that he had a stock of about \$2,600, and on that basis made our settlement. His banker and his competitors both supposed he had a large stock, but it could not be proved. Had he kept a better system

conditions of the retailer. The money saved to you on your insurance should be considered a special fund by you to be used for the purpose of paying your dues to the association and for your expenses in attending the annual meetings and in assisting your officers in their arduous tasks. The real work of the hardware associations, as you have noticed from the reports of your local officers and from that of the National Committee, has just begun, and they need your most hearty co-operation, not only in your membership, but by financial assistance. Devote your savings from the insurance department to this purpose, and then you will have carried out the principle for which hardware dealers' mutual fire insurance companies were formed.

six games, with only three goals scored against them, while they made 30 goals on their opponents. Owing to the unfortunate accident a few weeks ago to Mr. E. C. Eaton, honorary president of the club, and the illness of Mr. M. Bolan, the president, their faces are missing from the group.

#### CANADA BRASS ROLLING MILLS.

ROLLING mills for brass, copper and silver-sheet manufacturing are numerous in the United States and in Europe, but are a new venture here, the pioneer mill of the kind in the Dominion having recently been put into operation at New Toronto, where the first piece of sheet brass manufactured in Canada was recently made.

Hitherto Canadian manufacturers using brass, copper or silver-sheets, as part of their raw material, have been obliged to import from the United States, England, or from some other country, every ounce of rolled plate, etc., used here. Even the brass used at the Government cartridge works is imported, almost exclusively, from the United States. Canadians will grasp what that would mean in the eventuality of international trouble. Thus it is easy to appreciate the importance of the new industry, which obviates the need of importing brass, copper or silver plates, for the manufacture of all three of which the new mills are fully equipped.

In the smelter, brass is made in huge crucibles from copper, zinc, and scrap, the various ingredients entering into its composition being mixed in proportion as hard or soft brass is desired.

After being properly fused and cooled, the newly-made brass in the shape of large bars, pass into the rolling mill, and are put through machine after machine until rolled into sheets, rods,



Hockey Team of Frothingham & Workman, Limited, Montreal. Champions 1905 Montreal Hardware Hockey League.

Reading from left, top row. V. A. White, W. D. Lewthwaite, K. Carmicheal, F. J. Miggins. Centre row. C. Lewthwaite, P. Bolan, G. Cummings, B. B. Mitchell, G. W. Brown. Bottom row.—D. Walker, J. Asselin, R. F. Warren.

of books the adjustment could have been made in one-fourth the time and no doubt more satisfactory to him and to us. How many of you would be in the same condition as this man was should a fire occur in your stores to-day?

#### INSURANCE NOT SOLE OBJECT.

Pleasing as the growth and profit of hardware dealers' mutual fire insurance is to all of us, we must not, however, lose track of the fact that the insurance business was not the sole object of the formation of these companies. They were formed principally for the purpose of aiding the hardware associations to perform their noble work—to better the

#### HARDWARE CHAMPIONS IN MONTREAL.

A FEW weeks ago we gave an account of the hockey match in Montreal between the teams of Frothingham & Workman, Limited, and Caverhill, Learmont & Co., in which the former obtained the championship by a score of 1 to nil of the Hardware League of that city. We are pleased to be able this week to present a picture of the champions, who are a stalwart aggregation of puck-chasers: The wearers of the F. & W. crown have had a very successful season, having played

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or whatever may be demanded, of the required size and shape.

The mills are the property of the New Canada Brass Rolling Mills Co., Toronto, on the board of directors being such well-known business men as John R. Barber, president; J. E. Murphy, vice-president; R. E. Menzie, managing director; T. W. Horn, secretary-treasurer; J. T. Johnson, and Edward Trout.

The mills are under the charge of Frederick J. Wooster, who for 18 years was superintendent of the Brass Company Mills at Waterbury, Conn.

#### BOOK REVIEWS.

THE Mechanical Engineer's Reference Book, a hand-book of tables, formulas and methods for engineers' students, by Henry Harrison Supler, B.Sc., M.E.; J. B. Lippincott Company, publishers, Philadelphia; \$5.00 net. This book is a valuable addition to the engineering hand-book in use to-day. It contains 823 pages, half of which are devoted to mathematics, mechanics' materials of engineering and strength of materials. In this the metric tables and conversion of metric to English units, is an important item. In the latter half of the book, departments are assigned to machine design, heat, air, water, fuel, steam, steam boilers, steam engines, internal combustion motors, electric power, the cost of power and works management, and these contain considerable new data on the subjects mentioned.

The Steam and Gas-Fitter's Price Book—The Plumber's Price Book, by Schuyler C. Brown: Perfect Manufacturing Co., Saratoga Springs, N.Y.; \$3.00 net.

An illustrated compilation of all the fittings used by steam and gas-fitters and plumbers, with prices of the different sizes used, from  $\frac{1}{4}$  up to 6 inches, including list price and at discounts from 40 to 70 per cent. for certain lines. For each class blank spaces are left for cost price, trade and selling price, to be filled in according to the prices in different localities. As a handy book for the office of those interested, this book should commend itself at once.

Steam Turbines, with an appendix on Gas Turbines and the future of Heat Engines, by Dr. A. Stodola: D. Van Nostrand Company, publishers. New York; \$4.50 net.

This is the English translation by Dr. Louis C. Loewenstein, of Prof. Stodola's work, which is now considered the standard authority on the subject in Europe. In the original, the metric units were used exclusively, but the im-



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portant results of experiments have been recalculated for the English system. It treats mathematically the elementary and thermodynamic theory of the steam turbine, the construction of the most important turbine parts; steam turbine types; takes up special problems of steam turbines and the future of the heat engine.

#### LUMBER TOOLS.

A REPRESENTATIVE of Hardware and Metal recently had the pleasure of a tour of inspection of the factory of William Wallace, Three Rivers, Quebec, manufacturer of lumber tools of all descriptions. Under the personal guidance of Mr. Wallace, who by name is Scotch, but, as his geniality discloses, is of Irish descent, much instructive and interesting matter was learned. It was explained that American competition, as well as a cut-throat policy of slaughtering goods, had put the industry in a precarious state. Mr.

Wallace, however, is peculiarly well suited to meet all such discounts, without sacrificing quality, as his expenses are light, and his long experience, since 1866, has taught him the tricks of the trade. The quality of cant hooks, timber dogs, etc., ready for shipment amply testified to the satisfactory volume of business. No travelers are employed, and retailers interested may be supplied direct. It is instructive to note that a gold medal was awarded this firm at the Provincial Exhibition last year.

#### RYALL SCREW CO. INCORPORATED

The Ryall Screw and Specialty Company has been incorporated with a capital of \$40,000, divided into 400 shares of \$100 each, with headquarters at the City of Montreal. The company proposes to purchase the business of the present Ryall Machine Screw Works, and develop the same.



## CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

### A Pretty Calendar.

**T**HE Henderson Roller Bearing Manufacturing Company, Limited, Toronto, are sending out a pretty calendar showing a colored reproduction of a street car on a fine residential boulevard, alongside of the car being a stylish automobile and in the background a nobby carriage, all of the vehicles being equipped with Henderson Roller Bearings, which make a saving of 50 per cent. in power, according to the experience of several electric railway companies who use these bearings. The calendar is a perpetual reminder of Henderson bearings and can be secured by sending a postal and mentioning this paper.

### Muresco Tints.

The Francis-Frost Company, Limited, Toronto, who are Canadian agents for Muresco Tints for wall and ceiling decoration, are supplying dealers with tint cards giving prices and directions for use as well as an assortment of tints. These goods are becoming very popular and are being imported in car-load lots. Mention this paper when writing.

### Jewel Gas Stoves.

The George M. Clark & Co. division of the American Stove Company, Chicago, Ill., have sent **Hardware and Metal** a copy of their catalogue No. 62 containing their 23rd. annual prospectus. The catalogue is very elaborate, comprising 64 pages and cover, and containing hundreds of illustrations of the various classes of stoves, heaters, ranges, etc., manufactured by the company. **Hardware and Metal** should be mentioned by any who write for the book.

### Slag Ladles and Cars.

Dewhurst slag ladles and cars are well illustrated and described in a handy booklet sent us by the Wellman-Seaver-Morgan Company, Cleveland, Ohio, who manufacture a large line of mining machinery and supplies. Hardwaremen doing a mining supplies business should send for the booklet and mention **Hardware and Metal**.

### Air and Gas Compressors.

The Canada Foundry Company's pneumatic department are mailing Bulletin No. 26, dealing with straight line, steam-driven air and gas compressors. The pamphlet, which will be sent to

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### Superiority of

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New York Office:  
No. 99 Chambers St.

**We claim**—They are safer than other revolvers.  
**Proof**—"Hammer the Hammer."

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**Proof**—The satisfaction given to more than a million users.

**We claim**—They are the best advertised.  
**Proof**—Watch the magazines.

**We claim**—They are the best revolvers made.  
**Proof**—They have the largest sale of any revolver in the world.

And thus we might go on and substantiate every claim ever made for **IVER JOHNSON** Revolvers; but suffice it to say—

The trade Prefer them  
and  
The public Demand them.

Send for finest fire arms catalogue ever published.

**IVER JOHNSON'S ARMS & CYCLE WORKS,  
FITCHBURG, MASS.**

any dealer mentioning this paper, is an elaborate one and gives a complete description of the mechanism of this class of machinery together with technical tables showing the working out of the principles of air compressing.

### The Jones Register.

An interesting booklet has been sent us by the United States Register Company, Battle Creek, Mich., who are represented in Canada by the Jones Register Company, Toronto. The reading of other interesting matter is given. A graphic manner the advantages of side wall registers, while a great deal of other interesting matter is given. A copy of the booklet will be sent on request if **Hardware and Metal** is mentioned when writing.

### Scully's Stock List.

A very handy book in pocket size, 144 pages and cover, has been issued by the Scully Steel and Iron Company, Chicago. The book is most comprehensive, giving a mass of information regarding the boilers, machinery, tools, etc., carried in stock by this firm, who announce that they are now selling the American Forged Steel Boiler Flanges. Mention this paper when sending for a copy of the catalogue.

### Kelsey Warm Air Generator.

The James Smart Manufacturing Company, Brockville, Canadian makers of Kelsey Warm Air Generators, are sending out neat pin trays and memorandum books to the trade in order to act as reminders of the fact that Kelsey goods are good goods. When sending for the "reminders" mention **Hardware and Metal**.

### Modern Bathrooms.

One of the prettiest booklets **Hardware and Metal** has received for some time is one entitled "Modern Bath Rooms," published by the Standard Sanitary Manufacturing Company, Pittsburgh, whose Canadian representatives are T. C. Collins & Sons Co., Montreal. This company's goods are known wherever high class plumbing is done and their designs of model bath rooms are well worth having on file in catalogue form. Mention **Hardware and Metal** when sending for a copy.

### A BUSINESS INQUIRY.

A manufacturer of saws and saw blades in England has written asking to be put in touch with Canadian representatives. The saws are made for use both in hand frames and in power machines. We will be pleased to furnish other particulars upon receipt of inquiries.



April 1, 1905

HARDWARE AND METAL

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HARDWARE MERCHANTS.

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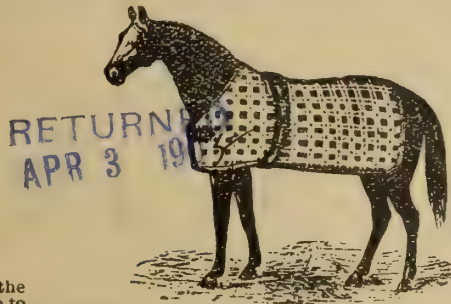
## HORSE CLIPPING MACHINES.

"THE 20th CENTURY."



"The 20th Century," it is suspended from the ceiling by a rope, permitting all parts of the horse to be reached.

Turns easy, and cuts as fast as any machine made; requires no experience to run it.



"CHICAGO" FLEXIBLE SHAFT HORSE CLIPPING MACHINE.

"NEW CHICAGO," 1902



"New Chicago," 1902, it is made with all cut gearing from solid metal. The teeth are milled, not cast, and engage with hardened steel pinion.

It has a positive power, no belt to slip, no lost motion, every turn of the wheel is sure to bring 28 vibrations of the knife blade.

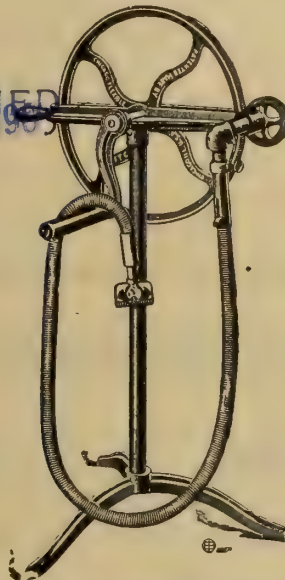
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"THE 20th CENTURY."

12-in. Wheel, one in a Wood Box.

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"NEW CHICAGO," 1902

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STEWART'S PATENT KNIFE.

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## SHEEP SHEARING MACHINES.

"Stewart" Patent  
New 1904 Model

Sheep Shearing Machine has all the gearing cut from solid metal. All wearing parts of tool steel hardened, has the latest improved balance pressure (1 nut): knife simple in construction, with few parts, easy to adjust, easy to keep in order. It shears clean, saving  $\frac{1}{2}$  to  $1\frac{1}{2}$  lbs. of wool to a fleece.



FOR HORSE CLIPPERS, CURRY COMBS AND BRUSHES, SEE OUR HARDWARE CATALOGUE.

# H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

We Ship Promptly.

GRAHAM NAILS ARE THE BEST.

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# A CATALOGUE

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Valves, Steam Gauges,  
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ARE SUPERIOR.

We are the Canadian head-quarters for high-class specialties and have many lines which it will pay you to investigate.



These lines sell readily and offer a good margin of profit to the dealer.

**THE JAMES MORRISON BRASS M'F'G CO.**  
**TORONTO, ONT.**

LIMITED



# HEATING AND PLUMBING

## ADVANCED METHODS OF HOT-WATER HEATING.

By W. H.

### ARTICLE V.

THERE is, perhaps, no more economical system of heating houses or other buildings where hot water can be safely installed than the system illustrated in the accompanying cut. The reason why hot water is so much cheaper than hot air is because you are only heating the air that is in the room. With hot air you have to force it and change the air in the room continually.

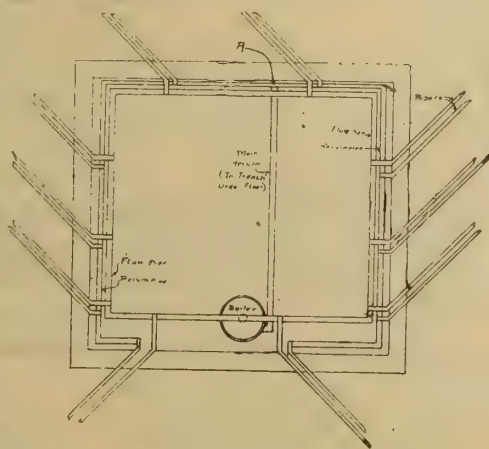
When using hot water, the moment you heat the water to any degree, it circulates, and it is not necessary, where a plant is properly installed, to have the water heated to more than 160 deg. Thus it will be observed that you cannot heat the air hotter than that. Consequently you do not burn the air, as it were, this being the reason hot water heating is so healthy. With steam, you have to keep your water boiling to 212 deg. before you can get steam. Therefore, it requires so much more fuel to keep it to that point and, consequently, makes the system more expensive to operate.

Steam is used in large office buildings where you can turn off the steam in one or more of the rooms with no danger of it freezing up. This can also be done with hot water if the steamfitter will bore an  $\frac{1}{8}$  hole through the valve. He can turn it off, and the water will circulate sufficiently fast through the radiator to prevent it freezing and will make a proportionate saving in the firing of the boiler.

The cut shows one continuous pipe, say a 4-inch riser with 3 inches carried right around the room. This will take care of ten or twelve hundred feet of radiation. As will be seen, the returns are separated and carried around to the farthest point and connected with a 4-inch "T" or "Y." It is important that this "T" should not be inserted so that the waters should meet as that would cause them to pound. A 4x3x3 "T" should be used or a 4x3x3 "Y." The return can be carried either along the ceiling back to the boiler or underneath the floor of the cellar.

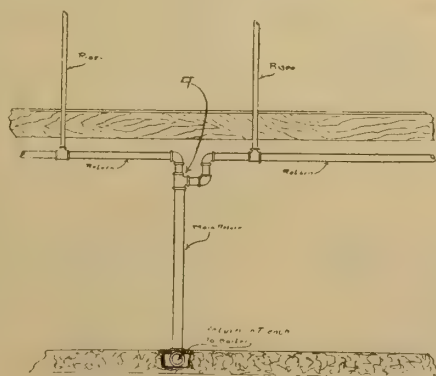
As the reader will notice, the object in constructing this return in this manner, is for the purpose of balancing up the job and making all radiators heat

exactly alike. You will notice that the radiator farthest away from the boiler in the flow-pipe is the closest to the boiler in the return. Therefore, the radiator farthest away will heat just as quickly as the one over the boiler. The great secret of successful heating is large pipes to get over friction. A job of this kind installed will find the water



in any part of the flow, if properly covered, as hot as at the top of the boiler, and the writer is satisfied that at least 30 per cent. should be saved in fuel.

Radiation should not be reduced on second and third floors, as is generally the custom, unless it is not desired to have the bedrooms heated. If there is a sewing room or library on the second floor, it requires just as much heating



surface as if it were on the first floor, as it is equally as hard to heat, but risers should be reduced proportionately, that is if you use a 1½-inch pipe on your first floor, a 1-inch pipe will do equally as much on the second, and a ¾-inch

pipe may be safely used on the third.

A few rules than can be safely followed in hot-water heating are:

- (1) 1-inch main will supply two ¾-inch branches.
- (2) 1½-inch main will supply two 1-inch branches.
- (3) 1½-inch main will supply two 1½-inch branches.
- (4) 2-inch main will supply two 1½-inch branches.
- (5) 2½-inch main will supply two 1½-inch and two 1-inch branches.
- (6) 3-inch main will supply two 1½-inch and one 2½-inch branches, or two 2-inch and one 1½-inch branches.

This one-pipe system as shown in cut also does away with the old system of pipes all over the cellar. While it is a little more difficult to install, the saving in covering and appearance will doubly repay anybody installing a plant by this system.

### Ventilation and Health.

THE importance of ventilation as a measure for health and the necessity of mechanical means for securing the desired results are emphatically presented by Mr. J. F. O. Pridmore, in *The Architectural Record*. He states that in many theatres ventilation is so ignored that experiments have proved the air more foul than that in a street sewer. And further, that "elaborate systems have been abandoned or mutilated because of the trifling cost of operation. Some of the most important theatres come in this class. I know of one, whose splendid equipment became entirely forgotten through disuse. In another, the manager inserted by-passes in the ducts to save the operation of a fan, and ruined its efficiency. I can name a celebrated American theatre whose manager acknowledged that he did not know which his house had, the up or the down-draft system."

Marked advance has been made in the past few years in the application of fans for the positive circulation of air in large buildings. When the public shows by its patronage of a well-ventilated theatre that it prefers fresh air to foul air, other things equal, then and not until then, will adequate means of ventilation be universally adopted.



**Ripley's Hot Water Heater.**

THE accompanying illustration shows the construction of Ripley's improved hot water heater, designed for heating poultry and brooder houses, hog houses, workshops, etc. The water jacket or cylinder is twenty-four inches high, twenty inches in diameter, and has one-inch water space all around the cylinder. It is well riveted and calked, being constructed of twelve-gauge steel and is very strong and durable. The water space is full of water at all times, and the water jacket never becomes any hotter than the water, therefore, there is no danger of burning it out in a short time. Just as soon as fire is started the water will begin to circulate in the heater and pipes, which makes it a very rapid heater. This heater can be attached to any hot-water pipes or radiators, and any steam fitter or plumber can install the heater and pipes. The base of the heater is made of cast iron, and has a revolving draw-gate, which permits the removal of ashes and clinkers. It has a large ash pit, which allows plenty of room under the grate for ashes, and still leaves ample space for the air to circulate. The heater is tapped for one and one-half inch pipe. It burns coal, coke or wood, and can be attached to any chimney. The total height of the heater is three feet six inches, and it weighs 250 pounds. The manufacturers are the Ripley Hardware Co., Grafton, Ill.

**A Tip for Plumbers.**

Just as necessity is the mother of invention, so is advertising the parent of success in the present strenuous system of industry. There are many forms of advertising, and it is easier to lose \$100 than to make the same amount, this rule applying to advertising as to all other branches of commercialism. A novel and cheap method of securing publicity used by contractors in New York could be worked to advantage by Canadian plumbers. On buildings being erected they place signs similar to this:

"\*\*\*\*\*'s doing this work. \*  
Who's doing yours?"

**Dominion Brass Works.**

D. McGillivray, Port Colborne, has purchased the entire plant of the Dominion Brass Works and will operate the works in future, being prepared to accept orders from the trade.

Brunswick-Balke-Collendar Co., factory, near Atlantic avenue, on Pacific avenue, \$20,000.



# "Tiger"

## BRAND





## PURE WHITE LEAD

Our reputation and forty odd years' experience stand behind "Tiger Brand."

It is widely known and a general favorite with the Painter.  
Guaranteed strictly pure—each Iron bears "Yellow Label" of Lead Grinders' Association.

THAT'S THE DEALER'S PROTECTION.

**MADE ONLY BY**

# THE MONTREAL ROLLING MILLS CO.

## MONTREAL, P. Q.

**... FULL STOCK ...****Salt Glazed Vitrified**

**Double Strength Culvert Pipe**  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

**"The Best South Wales Produces"****in TERNE PLATES**

**"DEAN"** The Original Brand  
with the coating  
that lasts.

**IN POLISHED CANADA PLATE**

**"FRONTIER"** Black Color  
and Fine  
Polish.

**Steel that seams without breaking****FRANKLIN SAUNDERS & CO., Limited**

MONTREAL  
(Wholesale trade only supplied)

**Kerr's "Copper-Alloy" Disc GLOBE VALVES**

are superior to any other disc valves  
on the market for high steam.

This is a very superior valve, at a  
moderate price.

**The KERR ENGINE CO.,**

LIMITED,  
MANUFACTURERS,

**WALKERVILLE, ONT., CANADA**



PIPE THAT IS PIPE

THIS IS OUR BRAND

P-H



You Want It.

See that You Get It.



THIS IS OUR TAG



BLACK AND GALVANIZED.

TAKE NO OTHER

PAGE-HERSEY IRON AND TUBE CO., LIMITED, GUELPH, CANADA

BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not, got them, write direct to

**R. E. THORNE**

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**JARDINE'S  
Taps and Dies**

*They are Always Right.  
Quality --- THE BEST.*

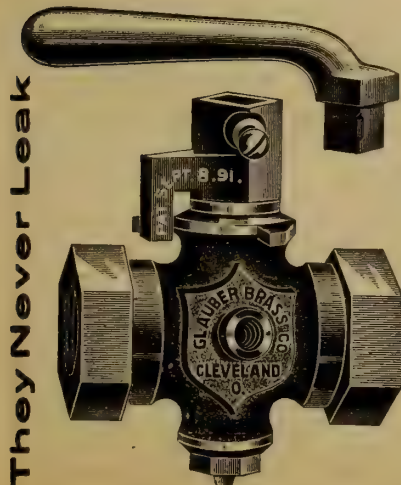


**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO

**GLAUBER**

GUARANTEED



They Never Leak

Always Work Easy

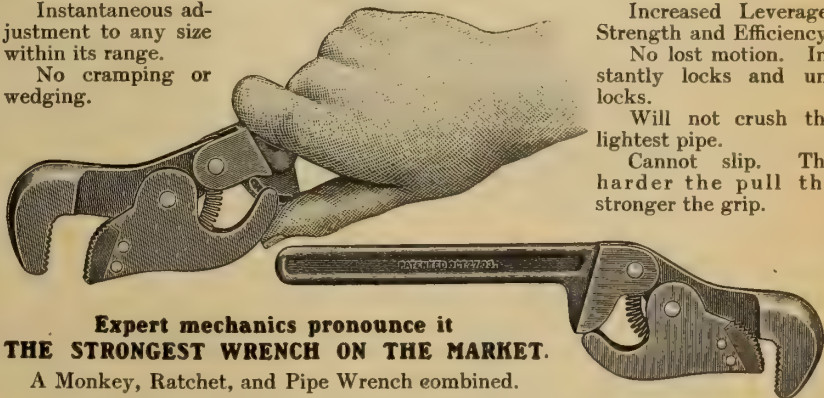
BEST IN THE WORLD

**THE BULLARD AUTOMATIC WRENCH**

PATENTED OCT. 27, 1903

Instantaneous adjustment to any size within its range.

No cramping or wedging.



Increased Leverage, Strength and Efficiency. No lost motion. Instantly locks and unlocks.

Will not crush the lightest pipe.

Cannot slip. The harder the pull the stronger the grip.

Expert mechanics pronounce it  
**THE STRONGEST WRENCH ON THE MARKET.**

A Monkey, Ratchet, and Pipe Wrench combined.

Sold by all Jobbers in United States, Canada, and Foreign Countries.

Manufactured only by

**BULLARD AUTOMATIC WRENCH CO.**  
PROVIDENCE, R. I.

WRITE FOR BOOKLET  
AND PRICES.

**15,400,000 STEEL BALLS**

The largest order ever placed for Steel Balls used for the manufacture of Casters.



**ACME CASTERS**

They are ball bearing and roll easily. Write for particulars.

Canadian Sample Room :  
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A. C. JENKING, Canadian Mgr.

**SMITH & HEMENWAY CO.,**

296 Broadway, Dept. 662, New York City

IF you are at all interested in hot water boilers, you must be interested in

**THE ECONOMICAL  
HOT WATER BOILER**

We should like you to have our booklet which tells about it—free on request.

**P. GIES, Founder, BERLIN, ONT.**





# Plumbing Markets

## THE PLUMBING SUPPLIES MARKET.

### Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street.

Montreal, March 31, 1905.

IF the present weather continues for a few days all obstructions shall be removed, and the master plumbers may begin their outside contract work. All indications point towards the present season being a busy one. The fact that this Spring is opening up earlier than last season, and also that a large number of new buildings which were partly erected last Fall permits the plumber beginning his work at once. This goes towards showing that the conditions this year for a more prosperous season are stronger and more numerous than they have been for some time. Next week being the first week in which the lower freight rates will be put in practice, will

**Iron Pipe Fittings**—A brisk trade still continues unabated. Discounts on all sizes of nipples up to 6 inch, 67 1-2 per cent. to 70 per cent.

**Iron Pipe**—Iron pipe has the best demand at present. The demand has been so great that local mills have had to continue in operation night and day in order to meet the requirements of the trade. We quote the following: Standard pipe, in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 1-2 per cent.; 3-8 inch, 62 1-2 per cent.; 1-2 inch, 72 1-2 per cent.; 3-4 inch, and upwards, 74 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 62 per cent.; 3-4 inch and upwards, 64 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch,

been received. The increase in the quotation on iron pipe, which has been expected by many, has not yet materialized, nor has any other line shown any change since last week.

**Lead Pipe**—Trade is steady with prices the same. We quote as follows: Lead, 7c; lead waste pipe, 8c; discount 30 per cent.

**Soil Pipe and Fittings**—The market is normal. Prices remain as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—The demand is fair, while prices remain unchanged. We quote the following: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

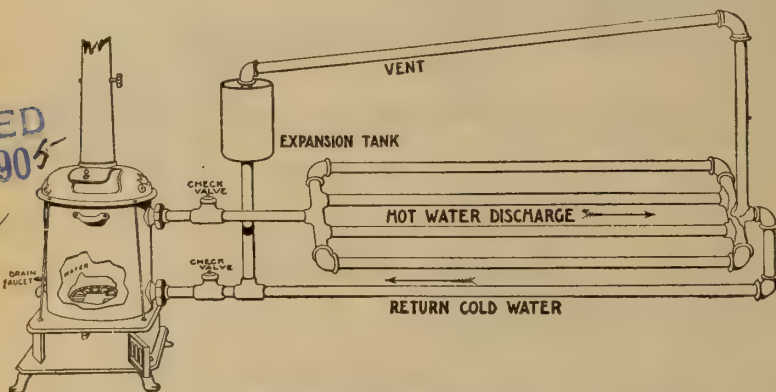
**Copper Range Boilers**—An increasing demand is noted. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—There is a steady demand, while prices remain unchanged. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 36 gallons, standard, \$6; extra heavy, \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—The demand is more active, prices being unaltered. Our quotations are as follows: Black, 1-4 inch, \$2.03; 3-8 inch, \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1-4 inch, \$5.62; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86; 3-8 inch, \$2.89; 1-2 inch, \$3.14; 3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch, \$7.87; 1 1-2 inch, \$9.45; 2 inch, \$12.60.

**Solder**—Prices remain unaltered, the demand being normal. We quote: Bar solder, half and half, guaranteed, is quoted at 18 1-2c; wiping solder at 17 1-2c, and refined 17 1-2c.

**Enamelled Ware**—The demand for Standard Ideal enamelledware is more active, with no change in figures listed. We quote: Baths rolled rim 5 1-2 feet, 21-2 in. rim, A quality, \$21.25; B quality, \$17.25; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 21-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18x30 in., flat rim, \$2.50; B quality, \$2.00.



Rippley's Hot Water Heater.

no doubt witness heavy shipments being sent forward by the local supply houses. Prices are all firm, and the market in general has an upward tendency.

**Range Boilers**—We quote: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—As the jobbing season has now ended, the demand for lead pipe is not as heavy as it was a few weeks ago. Our quotations are as follows: Discount 30 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c per 100 lbs extra; f.o.b. Hamilton, 10c per 100 lbs extra.

**Soil Pipe and Fittings**—The arrival of sorting-up orders is the most noteworthy feature of this market this week. Prices continue unchanged. We quote as follows: Soil pipe standard, 50 and 10 per cent. off list. Standard fittings, 50 and 10, and 10 per cent. off list. Medium and extra heavy soil pipe 60 per cent. off. Fittings 60 and 10 per cent. off.

\$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches, \$50.00; 2 inches, \$50.00. The discount for black pipe is: 72 1-2 per cent., and for galvanized, 61 per cent.

### Ontario.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, March 31, 1905.

TRADE has picked up greatly during the past week, and the local jobbers are now experiencing a rush of business to make up for the dullness of the preceding weeks. The mild weather is apt to increase trade also, and while a continuation of these Spring-like days is not altogether expected there is every reason to expect that the jobbers will be kept on the move from this on. The orders being received cover every line, the outside dealers being engaged in building up their depleted stocks. Some very heavy orders for iron pipe have



## MONEY IN PAINTS



It is right in these two lines.

They work together as business pullers.

The price you buy them at is correct.

They make a handsome appearance on your shelves. You have handsome cards to show your customers, and the tin carries the stock that makes buildings look fresh and bright, stands as paint should stand, satisfies your customers and brings trade.

You can get your price for Ramsay's Paints.

**A. RAMSAY & SON COMPANY,**

Est. 1842

MONTREAL

The Paint Makers

## SHEET BRASS AND COLD ROLLED COPPER

We are now fully equipped and can fill all orders for these metals.

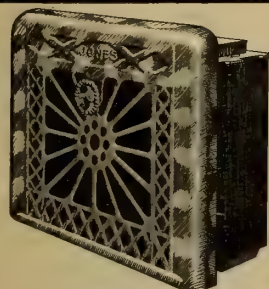
Send us specifications of your requirements.

Write for our discount sheet.

**CANADA BRASS ROLLING MILLS**  
LIMITED

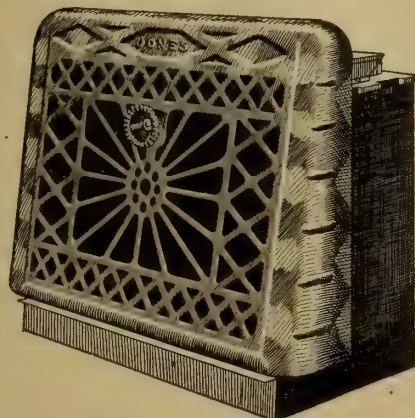
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NEW TORONTO, CAN.

HEAD OFFICE:  
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**A No. 12 JONES REGISTER**

For second floor room. Bottom Collar fits  $3\frac{1}{4}$ " x 12" or No. 8 Wall Pipe.



**A No. 15 JONES REGISTER**

For first floor rooms. Bottom Collar, 7" x 14". These Registers are fitted with a Top Collar which fits  $3\frac{1}{4}$ " x 12" Wall Pipe or a plate when used for heating one room on the first floor.

## ADVANCED METHODS OF WARM AIR HEATING

Is the title of our latest catalogue which illustrates and describes the

### JONES SIDE-WALL REGISTERS, AND THE JONES SYSTEM OF WARM AIR HEATING

These Registers have been on the market since 1901 and are used by between five and six thousand of the best furnace dealers in Canada and the United States.

By the use of Jones Registers the efficiency of the furnace is increased; at the same time, the cost of installing furnace is reduced

### BE UP-TO-DATE AND USE THE BEST

There is included with each Jones Register, the register which is also a border, a double register box, a ventilator and a deflector. Wall pipes are two feet shorter and but one-half the number of basement pipes ordinarily used are necessary.

Manufactured by  
**THE JONES REGISTER CO.**  
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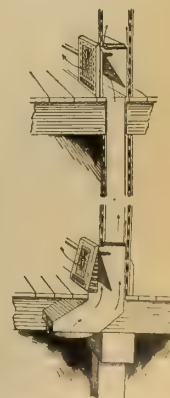
Manufactured for  
**MERRICK-ANDERSON CO.**  
Winnipeg, Man.

HOME OFFICE:

**THE UNITED STATES REGISTER CO.,**  
LIMITED

**Burchard St. & D.T. & M.R.R., BATTLE CREEK, MICH.**

OUR CATALOGUE FREE ON APPLICATION



With Jones Registers but one-half the number of basement pipes are necessary.





"The Tool Holder People"

**Armstrong Bros.**

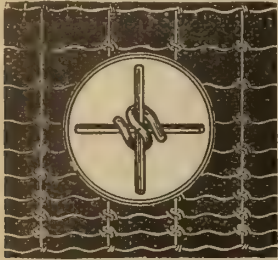
**Tool Company**

Manufacturers of Armstrong Patent Lathe and Plane Tools and other machine shop specialties.

617-621 Austin Ave., CHICAGO, ILL.

**IDEAL**

**Woven Wire Fencing**



**MAKES MONEY FOR YOU**

Your customer, the farmer, wants a fence that can be put up quickly and easily just when he wants it. Hand made fences cost too much when you figure the time it takes to build them, to say nothing of the hard work.

Why not sell "The Ideal," the best woven wire fence made? You can build up a permanent trade that will pay you as much as any line you are handling. Other hardware merchants are doing it. Why not you? The Ideal will give satisfaction to your customer and make him your friend.

Have you seen the Ideal? Let us send you a sample and catalogue showing why Ideal fence made from No. 9 hard steel wire throughout is the strongest and the best value.

Ask us about the Ideal all metal farm gate.

**The McGregor-Banwell Fence Co., Limited,**  
WALKERVILLE, ONT.

**Merrick, Anderson & Co., Winnipeg, Man.**

Sole agents for Man. and N.W.T.

## THE LEADERS



STYLE "A"



STYLE "E"

Style "A" with Double Reversible Steel Bow Lever, Patented Cream Breakers.

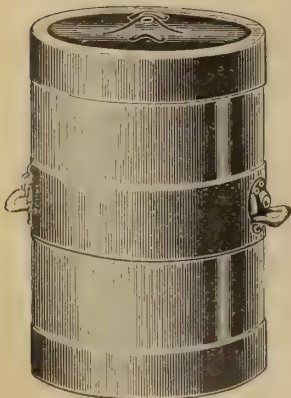
Style "E" with Hand and Foot combination drive and spring attachment, producing an easy and elastic motion.

The Pittman is quickly detachable from churn.

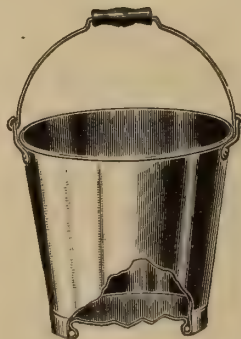
Both styles are fitted with our improved Steel Ball Bearings and mounted on Rigid Angle Steel Stands.

**THE DOWSWELL MANUFACTURING CO., LIMITED**  
HAMILTON, ONT.

# "Samson" Dairy Supplies



Samson  
Milk Can



Samson  
Milk Pail



Samson  
Hand Delivery Can



Samson  
Railroad Delivery Can

With the coming of spring weather and green grass, the demand for these goods will greatly increase.

Are you prepared to meet it? If not, we can fill your orders promptly.

**The McClary Manufacturing Co.**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON

"Everything for the Tinshop."



# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN.

Montreal.

## The MacLean Publishing Co. Limited

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### NEW ADVERTISEMENTS:

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Canada Brass Rolling Mills, Toronto.  
Cavers Bros., Galt, Ont.  
London Fence Machine Co., London, Ont.  
Stephens, G. F., & Co., Winnipeg, Man.  
United States Register Co., Battle Creek, Mich.

### THE SPRING TRADE NUMBER.

THE publishers of Hardware and Metal beg to acknowledge the many letters sent us commending the excellence of the Special Spring Trade Number issued last week. This is especially pleasing owing to the disabilities we were under in accomplishing its publication as, although our mechanical department worked at its fullest capacity both night and day for nearly two weeks, the issue was still two days behind time in being mailed to subscribers.

Unexpected delay in installing additional machinery ordered some time ago handicapped us severely and prevented our making the special number a much better one than it was, several articles of exceptional merit being crowded out. The kind words of appre-

ciation are, therefore, greatly appreciated and will encourage us in making the paper of greater value than ever in the future.

### A BUILDING BOOM.

THE prediction recently made by Hardware and Metal that this would probably be a greater building year than ever before, seems to be almost certain of realization. There has been quite a revival of building already, and from all parts of Canada come reports of increased activity in building circles. Everywhere there is expressed great confidence in a successful year for all concerned in the building trades and in handling building supplies.

The same condition exists in the United States where the number of building permits issued in 27 of the largest cities amount to a total of nearly \$25,000,000 in January alone, an increase of 87 per cent. over last year. In this issue of Hardware and Metal, the regular list of permits issued in Toronto from March 22 to March 29 amounts to upwards of \$240,000, exclusive of buildings costing less than \$1,500. Four-fifths of these are for residences and only \$40,000 for factories. There will be some large works undertaken in Toronto this year, but the above figures show that there will be a tremendous total made up of small contracts alone. In February, 1904, 45 permits were issued in Toronto for buildings costing \$154,000. The same month this year shows 79 buildings totaling \$305,000. In addition to this, there are dozens of very large contracts left over from last year which are in-completed, although work has been carried on a large part of the Winter.

The one disturbing feature is the approach of May 1, when the unions are expected to cause trouble if the builders fail to come to an amicable arrangement with the workers before that time. It is undoubtedly true that the cost of living is advancing in Toronto and wages are following this upward tendency, the landlords being the ones who are reaping the harvest.

But is not this annual scare about building strikes useless worry? Hardware and Metal had an interesting chat with a large contractor the other day in which he condemned the agitators in

the Builders' Exchange as severely as he criticised extremists amongst the workers. He took the sensible view that if it cost more to live, the workers must have more wages, and if the workers got more wages, the contractors would have to add the extra expense to the contracts. This would work itself out satisfactorily and all the worry and lost time over strikes would be avoided and both workers and employers would gain. If the cost of building became too great, owing to high wages, building would drop off and the workers would be the first to suffer through loss of employment.

Too great stress is laid, however, on the increased cost of building because of an advance of a few cents an hour in wages. Wages only amount to about ten per cent. of the total of a contract, material, etc., making up the other ninety per cent. Even if wages were increased ten per cent. all along the line, it would only mean a one per cent. increase on the total of the contract, and there would be little squabbling over this between the contractors and those who were giving the contracts if the workers and bosses made an agreement for a term of years and stood together to enforce it.

Hardware dealers, as handlers of builders' supplies, are vitally interested in this subject, and should do what they can to bring about industrial peace.

### MANUFACTURERS' AGENTS.

ATTENTION has been drawn to the lax manner in which some Old Country firms appoint agents to represent them in this country. By appointing the first person who applies there is a possible chance that a good selection will be made, but it is altogether unlikely. Too often irresponsible men with no standing are appointed, and in some cases thoroughly unscrupulous agents have been chosen as representatives.

One case has come to light where a reputable English firm handling a hardware line was on the point of appointing an agent here, but before doing so took the precaution to ask a local financial house for a report on the applicant's standing. It was found that the man was in very bad repute and was actual-



ly in court over a law suit at the time the inquiry was made.

Hardware and Metal is always at the services of the trade in endeavoring to secure thoroughly reliable men to represent foreign houses in this country. It has earned the thanks of several large concerns by its timely suggestions and it is ever ready to give advice to inquirers.

#### TIME TO STOCK UP.

A SIDE line which many hardware dealers have found to be a very profitable one is that of silverware in connection with the cutlery department.

Those who have not carried this line in previous years should lose no time in ordering a stock from some reputable firm, which, by advertising in these columns, shows that they cater to the hardware trade and back their goods with a solid guarantee.

June time, the month of weddings, is approaching, and dozens of young and old people in every town will be looking for a present to give to some married couple. Silverware is the popular line and the hardware store is as much the proper place for it as the watch-maker's shop, the latter not carrying cutlery in many cases.

Another line which should not be overlooked is sporting goods. The season for guns and fishing tackle opens in May, while sports of all kinds will be in full swing as soon as the ground dries after the Spring thaw and rains. 'Tis the early bird that catches the worm, and the wise dealer that emulates the bird.

#### NEWFOUNDLAND RETALIATES.

THE cry of annexation to the United States will, in all probability, not be heard again for some time in Newfoundland if one is to judge from the recent action of the Newfoundland Government in revoking the privileges hitherto accorded to American fishermen of buying bait and fishing within the territorial waters of that colony on account of the refusal of the Senate to ratify the Hay-Bond commercial treaty. According to this the colony was to be allowed a market in the republic for its fish and a limited number of other products in return for baiting and other privileges to United States fishermen.

It appears strange to the average Canadian citizen that there should ever have been a time when the "powers that be" in Newfoundland saw their destiny elsewhere than as a part of Confederation. In spite of the fact that negotiations to effect this end have been blocked again and again when almost ready for the finishing touches, let us hope that the time is not far distant when the ideal of the framers of Confederation will be realized and Newfoundland decide to complete the chain by becoming the tenth province of the Dominion.

The leading financial journal in the United States comments as follows on the situation:

The Senate, acting on the one-sided idea that reciprocity means benefit to one party only, so amended that instrument that it was of no value to Newfoundland. These fishing and bait-buying privileges have been granted to us while denied to others as a matter of comity and in the hope that by a liberal policy something might be gained in the way of access to American markets for the products of the big northern island, whose resources were almost limited to its fisheries and its mines and forests. It has not the facilities for developing and making use of these, and was ready to sell the products to us and take our manufactured goods in return on favorable terms.

The Gloucester fishermen, who were accustomed not only to take fish in Newfoundland waters, but to buy those taken by the people of the island and smuggle the latter in without payment of the duty, objected to having the duty removed so that Newfoundlanders could compete with them by reaching a free market for themselves at Boston. So Senator Lodge prevented action on the first Hay-Bond treaty. It was modified to meet this narrow and selfish objection of a local interest, but it provided for admitting coal and iron from Newfoundland free, a matter of importance not only to the colony, but to the mechanical industries of New England, which are shut off from getting these materials from Nova Scotia or Newfoundland for the benefit of Pennsylvania, with the result that its old iron and steel industry has been killed and others are handicapped by the cost of iron and

coal. This provision and some others of benefit to Newfoundland were cut out of the treaty, and it was left with little or no compensation for a liberal reduction of duties on her part. As a result, there has been no exchange of ratifications.

The most that Newfoundland could do out of resentment or in self-defense was to revoke the fishing and bait-buying privileges, which have been of considerable value to American fishermen, and it is the least that she could be expected to do. The immediate and direct effect upon United States trade will not be serious, but we have wantonly forfeited the goodwill of Newfoundland, and it is likely to dispose her to joining the Dominion of Canada in giving preference to the trade of the Mother Country. The action of Congress, and especially of the Senate, toward our neighbors on the north has for many years been most unneighborly and equally unwise from the point of view of enlightened self-interest. The policy pursued is one of purblind selfishness in behalf of narrow special interests.

#### SHOULD COMMERCIAL TRAVELERS BE TAXED?

THE Canadian trade are up in arms this week over the action of the British Columbia Legislature in allowing the new Commercial Travelers' Bill to pass its third reading.

This paper referred editorially to the measure several weeks ago, while it was in its initial stages, condemning it unequivocally on the ground that British Columbia had no right to discriminate against Eastern Canadian houses, and that the national interests of Canada required a perfectly free interchange of trade between the various provinces. In the interval it has gradually dawned upon manufacturers and wholesalers in the east how seriously their own interests will be affected by the new bill, and this week a big deputation of commercial travelers, including representatives from Montreal, Toronto, Hamilton, London, Winnipeg and other centres, are in Ottawa bombarding the Minister of Trade and Commerce.

They contend that the imposition of a tax of \$100 every six months on liquor



and cigar travelers and \$50 every six months on other travelers representing firms outside British Columbia is clearly a violation of the British North America Act, as it will undoubtedly act as a restriction upon trade. They further hold that it is the duty of the Dominion Government to veto a measure which cannot do other than injustice to wholesale manufacturing and mercantile interests throughout the Dominion; for instance, it is roughly estimated that such a tax will mean an annual outlay to the merchants of Toronto alone of over \$14,000.

We would again remind readers of this paper that the successful working-out of the scheme of Confederation postulates unrestricted and unhampered trade and intercourse between the people of the different provinces, and that anything which does not conserve this end cannot be viewed as other than a barrier in the way of our commercial development as a nation. For this reason it is to be hoped that the boards of trade and mercantile associations all over Canada will continue to raise their voices in protest against what is not only short-sighted policy on the part of the British Columbia Legislature, but contrary to the spirit of Confederation.

#### NEW WESTERN ORGANIZER.

**A**S announced some two or three weeks ago, the Western Retail Hardware and Stove Dealers' Association have appointed a secretary and organizer, who is to devote his whole time to the work of this growing Association. We are now at liberty to state that the man appointed is James E. McRobie, a well-known hardware traveler. Mr. McRobie has been on the road for The Jas. Robertson Co., and is personally acquainted and popular with the bulk of the hardware trade in the Northwest. Hardware Association men have been unanimous in expressing to Hardware and Metal their approval of the choice of the Executive. The general opinion is that the Association are unusually fortunate in securing a man so particularly well fitted to carry on its work as is Mr. McRobie. Hardware and Metal offers congratulations to the Association and its new Secretary.

#### QUICK TURNS.

**T**HE oftener a merchant can turn his capital the better, is a fact well understood by all retailers, but not all succeed in accomplishing what they know to be the best thing to do. A great deal depends upon the place of business and the class of goods in demand by his customers. We realize the country merchant is at a disadvantage when compared with the city retailers. It is even nowadays often necessary in some lines for the former to lay in a stock of goods for the whole season, while the latter can replenish weekly. The city retailer rarely has to contend against dead capital. The country merchant on the other hand has to make a prospective investment for a trade possibility.

While this latter condition cannot be entirely avoided, business experience clearly shows that too much capital is often invested in goods to be sold in small communities. By calculation the retailer can invest in goods to be easily disposed of in accord with his trade limit.

It is surprising what can be done in this direction if merchants only try hard. There will be less anxiety over express charges, and not so much placing of orders in advance and having them come along by slow freight. It is not short-sighted to pay expressage on merchandise. Many merchants are incredulous when told of the number of times the average retailer turns over his stock during the year. If he turns his stock only three times a year he may by a little forethought be enabled to turn it five times.

#### UP-TO-DATE CREDIT.

**C**HARGE accounts are variously regarded as the bane or the blessing of retail trade. While they accord a profitable use of capital, they are inconvenient to the small dealer who needs every dollar. However, the progressive retail store when it gives credit is, nowadays, practically on a cash basis. The charge customer is on little better footing than the cash customer. Charge accounts, payable monthly, are the same as cash, and afford an opportunity for

generous purchases. Credit to-day is chiefly a matter of mutual convenience.

It is a good thing for the store as it is apt to throw trade into one establishment, and avoids the delay in purchasing as well as the sending out of goods C.O.D. It is a fact that more than one store which started out to do a cash business has found it necessary to adopt this form of credit.

This does not mean a return to the old-fashioned style of allowing a customer to pay when he so pleases. In the country store conditions are somewhat different. A storekeeper has to carry his customers from season to season, and the collections are dependent upon the moving of crops.

If everyone did business on a strictly cash basis, bankers would be out of business, jobbers would be a minus quantity, and many retailers would find their business curtailed one half. The business of the world is done on credit. The columns of this paper are open for a discussion of this much-mooted question.

#### SUBMARINE TUNNEL TO P.E.I.

**O**NE of the subjects up for discussion during the month on Parliament Hill was the necessity of taking immediate steps to improve transportation facilities between Prince Edward Island and the mainland of New Brunswick. At the present time the only means of communication with the island province is a ferry, and this, during the Winter season, is often blocked for weeks at a stretch. For instance, there are to-day no less than forty cars of produce and merchandise lying in store at Pictou, with no boat to carry it to Prince Edward Island.

It is difficult to overestimate the damage such delay has caused, and will continue to cause, to trade in the island, and we are glad to see that, in consideration of its business interests, the Dominion Government has again taken up the question of building a tunnel under the Straits of Northumberland as a solution to the difficulty. The move, even if it accomplishes anything, which it is to be devoutly hoped will be the case, can scarcely be considered gratuitous on the part of Canadian politicians and statesmen, since it was part of a promise to Prince Edward Island at the time of Confederation, and is clearly within the provincial rights.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 54.)

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 31, 1905.

**L**ARGE orders for Spring goods, which were so prevalent some few weeks ago, have now absented themselves, and in their place is a sort-of up order. This tends to show that the retail merchant is placing the finishing touches on his stock preparatory to the general rush of the coming Summer. Although trade in the lower parts of Nova Scotia and throughout the Province of Prince Edward Island is brightening up, it is still quiet when taken into comparison with the other provinces of the Dominion. Local wholesale houses are busily engaged packing goods prior to shipping on the first day of April.

**Axes**—Trade is quiet. Prices remain the same. We quote as follows: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—Like axes, the demand for this article is becoming smaller. No change in the quotations has occurred. Our quotations are as follows: Axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—Trade is steady. The outlook is for better trade. Our quotations are: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—Orders are not as frequent. Prices continue to be steady. We quote: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—Orders are being shipped forward. The majority of merchants have completed their stock, and few orders will be booked till after the coming season. We quote: \$2.75 for 100 lbs. f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—Like wire, the demand for staples has decreased. Prices remain the same. We quote as follows: \$2.65 per 100 lbs. keg, for bright, and \$3 for galvanized; 25 to 50 lb packages 25c extra.

**Rivets and Burrs**—All orders received call for immediate shipment. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off

new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half pound boxes.

**Screws**—A good demand is prevalent. Trade continues to be brisk. Our quotations are as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 97 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—An unusually heavy demand has been prevalent this Spring. The most of orders have now arrived, however, and wholesale houses are now trying to have these orders shipped as soon as possible after the first of the month.

**Wire Nails**—The heavy demand still continues. Prices are firm, but no advance is anticipated. Our quotations are as follows: \$2.25, f.o.b. Montreal.

**Cut Nails**—The heavy demand has centred on wire goods, which has resulted in a smaller demand than usual for cut nails. Prices continue the same, namely, at \$2.20 a keg, f.o.b. Montreal.

**Horseshoes**—A good demand continues for horseshoes. No change in prices has occurred, although prices are firm. Trade is expected to be steady. We quote the following: P. B. new pattern base price, \$3.50 per hundred lbs.; M. R. M. Company latest improved pattern, iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c per 100 lbs. More than three sizes, 25c.

**Horsenails**—Large orders have been booked this Spring for horsenails. The momentary absence in the demand tends to show that the majority of merchants have stocked to their full capacity.

**Sporting Goods**—The arrival of orders is becoming more frequent. Some good sale are expected to be made within the next few weeks, as the majority of merchants purchase a large portion of the stock during the month of April. Our quotations are: American centre fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs; chilled, \$7 per hundred lbs; buck and steel, \$7.50 per

hundred lbs; ball, \$8 per hundred lbs. We quote discounts 15 per cent on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Paper**—With the exception of a slight increase in the demand, conditions of trade continue unchanged.

**Cordage**—Orders continue to arrive quite freely. It is stated by the manufacturers that the sale of Canadian twine is far in advance of former years.

**Cement and Firebrick**—Firebrick has a better demand, and some large orders have been booked during the past week. Cement conditions continue unchanged. Our quotations are as follows: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.25 ex cars; Canadian Portland, \$1.90 to \$2. Firebrick, English and Scotch, \$18 to \$22; American, \$30 to \$35.

**Coil Chain**—The good demand of last week still continues. Prices, although firm, continue unchanged. Our quotations are as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth**—Prices are firm and continue unchanged. Orders are not arriving as frequently as heretofore. Our quotations are as follows: Per 100 square feet, \$1.50.

**Poultry Netting**—No trade condition worthy of mentioning has occurred on this market during the past week. Discount for two-inch nineteen gauge standard extras at 60 and 5, for two-inch 16-gauge the discounts are 55 and 5 per cent.

**Spring Hinges**—Spring hinges continue to have a good demand. Prices continue unchanged. We quote: No. 5 \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front street east,  
Toronto, March 31, 1905.

**T**RADe is rushing in general hardware lines this week, the early opening of Spring having occasioned a great impetus to business. All Spring lines such as carpenters' tools, builders' supplies, wire doors, window screens, etc., are especially active, while a large business is also being done in wire fencing. Washing machines continue to be in very active demand. Ice cream freezers, lawn mowers and other hot weather goods are not being called



for to any great extent as yet, and it will be another month before trade opens up actively in these lines. Business has been a little dull in heavy lines of hardware during the past week.

**Lawn Mowers**—The demand is increasing. Prices remain unchanged.

**Guns and Ammunition**—A seasonable demand exists. Fishing tackle is active.

**Washing Machines**—A very strong demand is noted, with prices unaltered.

**Chain**—The demand of chains continues steady. Our quotations are as follows: 1-4 inch, \$6.50; 5-16 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Step Ladders**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**Extension Ladders**—Waggoner, 40 per cent. off list.

**Galvanized Wire**—Prices remain firm and trade continues active. Quotations are: \$2.37 1-2 f.o.b. Cleveland.

**Coiled Spring Wire**—Prices remain stationary with demand very active.

**Barb Wire**—The demand for barb wire is steadily increasing.

**Wire Nails**—Demand is very active, prices being unchanged. Nominal quotations are \$2.25 f.o.b. Toronto.

**Cut Nails**—An increasing demand is reported. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**Horseshoes**—There is a normal demand for horseshoes. We quote: "P. B." base, \$3.65; "M.R.M. Co., latest improved pattern" are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**Horsenails**—There is a very good demand, and prices remain unaltered.

**Screws**—No change in prices is recorded. The demand continues brisk.

**Rivets and Burrs**—Trade continues active, prices remaining as before.

**Bolts and Nuts**—Prices remain unchanged. The demand is firm.

**Woodenware**—Business is normal; and prices as before.

**Cordage**—Demand is increasing for binder twine. Quotations continue: Binder twine, Blue Ribbon, 12 1-2c; Red Cap, 11 1-2c; Tiger, 10 1-2c; and Standard, 9 1-2c; manila, 14 1-2c; British manila, 11c; sisal, 10 1-2c; double lathyrn, 10 1-2c; single lathyrn, 10c; sashcord "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 1-2 to 17c; cotton waste, colored, 6 3-4c; white, 11 to 13c.

**Cement**—Spring business is coming in, and booked orders are being shipped. An average business is being done. Prices continue as follows: For carloads orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to

\$2.10; American Portland, \$2 to \$2.10.

**Firebrick**—The demand is increasing. Prices continue as follows: English and Scotch firebrick, 30 to 35c.; American, low grade, 25 to 30c.; high grade 32 1-2 to 40c.

**Coal**—The Spring drop in prices has taken place so far as hard coal is concerned, 50 cents being the cut announced. Soft coal continues as before, with a possibility of a rise in slack owing to a shortness in the supply. We quote: Anthracite in cars at bridges: Grate, \$5 per gross ton; egg, stove and nut, \$5.25 per gross ton; pea, \$3 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; 3-4 inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c; coarse slack, 40c; box cars 10 cents per ton additional.

Youghiogheny soft coal in cars, bonded, at the bridges: 1 1-4 inch, \$2.55; 3-4 inch, \$2.45; mine run, \$2.35; slack at \$1.95 to \$2.

### Hides, Tallow, Skins and Wool.

The hide and wool market is quiet, as usual at this season, the only change this week being the advance of 20c. in deacons. We quote the following prices:

Hides, No. 1 green steers, per lb.	0 09
" " No. 2 green, per lb.	0 08
" " No. 3 green, per lb.	0 08
" " No. 4 green, per lb.	0 07
Country hides, flats, per lb.	0 06
Calf skins, No. 1, selected.	0 11
" " No. 2.	0 09
Deacons (dairies), each.	0 70
Sheep skins.	1 25
Rendered tallow, per lb.	0 04
Unwashed wool, new clip, per lb.	0 13
Pulled wools, super, per lb.	0 23
" " extra.	0 24

## METAL MARKETS AND MINING NOTES

**M**R. GIBSON, the Director of Mines, Toronto, has an immense nugget of silver taken from the Trethewy mine, near Cobalt Station, on the Temiskaming Railway. It is a striking example of the richness of the mineral deposits in that district. Twenty-five inches long, twelve inches wide and two inches thick, it is practically all silver. It weighs 80 pounds, and Mr. Gibson places its value at about \$350. Five openings are now being worked in that locality, and since their discovery, a year and a half ago, about a half-million dollars' worth of ore has been shipped from the district. It not only bears a large proportion of silver, but also cobalt. Recently other veins of silver had been discovered, which have proved very rich.

The war has had a favorable effect upon the metal trade in Japan, and the quantities imported under contract in December and January were as follows: Tin plates, 25,000 boxes, of 112 plates each; sheet iron, 500 tons; thin iron plates, 700 tons; zinc plates, 300 tons; and soft steel, 600 tons.

The Grand Trunk Pacific have acquired from the original owners about 17,000 acres of land, now incorporating as the Bulkley and Telkma Valley Coal Co., the directors being Messrs. C. M. Hays, F. W. Morse, A. C. Vernon, F. S. Barnard, E. T. Russell, E. V. Bodwell and H. H. Hays. The capitalization is \$1,000,000. The Grand Trunk Pacific have also acquired the charter of the Pacific Northern and Tomineca Railway Co., which was chartered by the Dominion and Provincial Governments in 1901 to construct a railway from Kitimaat to Hazelton with branches to the Bulkley and Telkma coal fields. The company has a subsidy of \$5,000 a mile, and it is presumed that the Grand Trunk Pacific will build it as a branch line. They have two years yet in which to complete construction.

An arrangement is at present under way for the amalgamation of some of

the mining companies in British Columbia, which will provide for the taking in of the C.P.R. smelters, the general manager to be Mr. Aldridge, who has has charge of the Mineralogical Department of the C.P.R. and opened the coal properties near Banff.

The Cariboo Consolidated Hydraulic Mining Co. intends installing hydraulic machinery to secure 2,500 miners' inches of water from Spanish Lake, British Columbia.

Large orders for railway material and structural iron have been placed in Liege by firms in Argentina, according to a report by James C. McNally, United States Consul at Liege, Belgium. They are divided among four of the principal mills, and are being expedited as rapidly as possible. These, as well as other outside orders, have encouraged the manufacturers of steel and iron material to improve their works, and to replace old plants with modern, up-to-date machinery of extended capacity, and capable of meeting demands for quick delivery. Two important steel works of Liege are at present working on an order of 6,800 tons of street rails for tramcars for English firms.

Close to 25,000 tons of steel billets, rails, beams, bars, hoops, plates, wire, wire nails and iron pipe made by the United States Steel Corporation, were exported in January through New York and other eastern seaboard points, while heavy shipments were also made to the Far East by way of the Pacific. This brought the total of January exports to fully 50,000 tons. The billet consignments went to England principally. Rails went largely to Japan and Korea, while wire went to South America, Australia and the Far East. Japan was also a large buyer of wire nails and iron pipe. The January imports of iron ore, manganese ore, chrome ore, iron pyrites, pig iron and miscellaneous material, bought largely for Pittsburg account, exceeded 75,000 tons.



At present there is some talk of the C.P.R. establishing an iron works on the Pacific coast on a similar basis to those at Sydney, C.B. The need of an iron works on the Pacific coast has long been acknowledged. Fields of iron ore are very prolific on the Island of Vancouver, and especially along the line of the Esquimalt and the Nanaimo Railway, which was recently acquired by the C.P.R.

In Montreal, lead corroding works have been established at a cost of some \$200,000, and will shortly be in operation. The raw material used is pig lead, dutiable at 15 per cent. Corroded lead itself is subject to a duty of 5 per cent. In order to obtain an equalization or adjustment of the duties, Mr. Cornish, the manager of the works, accompanied by Mr. Wm. Galliher, M.P., and Mr. Retallick, of British Columbia, waited upon the Canadian Minister of Finance this week. Consideration was promised.

The total production of all kinds of pig iron in Germany during 1904 slightly exceeded 10,000,000 tons. It is estimated that it will be in round numbers 10,075,000 tons against 10,085,634 tons in 1903. For the eleven months ending with November, the total production was 9,232,747 tons. The November production was 835,255 tons as against 868,523 tons in October, 1904. The German blast furnaces closed the year with production on a decreasing basis, whereas the United States closed the year with nearly all available furnace capacity in blast, and this not large enough to supply the demand. The present strike of the coal miners in Germany will ultimately cut down pig iron production and enhance the cost as the value of coal and coke rises with the prolongation of the labor troubles.

In The Mining Magazine, of New York, appears an editorial on the condition of the coal industry, evidently prepared by an expert in possession of reliable data. The following figures are of universal interest and permanent value: Estimates of the production of coal during the past year indicate an output nearly as great as in 1903, when the production of bituminous coal was 285,000,000 tons and of anthracite 59,000,000 tons, a total of 344,000,000. In 1904, the output of anthracite was 57,492,522 tons and the estimated production of bituminous coal 281,000,000 tons, a total of 338,000,000 tons.

## METAL MARKETS.

SOME dealers report a quietness in trade, while others claim that the prevailing conditions are better than they were during the Spring of last year. Prices on the whole are firm, and the market at present has an upward tendency. The opening of navigation, which affects the majority of trades to a marked degree, is not likely to affect the metal markets, as there is not much difference between the freight rates now and after opening of navigation. Tool steel, merchant steel, and cold-rolled shafting have a good demand from the machinery manufacturing houses.

General conditions have not changed since last week, and the continued activity in plates and ingots is a good omen for the trade during the coming year.

## Quebec Metal Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 31, 1905.

**Pig Iron**—The only iron for sale on the market at present is that which is developed in Canadian mines. The duty is too high for the foreign article, while the American iron is scarce. Prices remain the same. We quote the following:

"Disc," No. 1.....	\$16.50 delivered Montreal.
"Dom.," No. 1.....	17.50 "
Usual difference in price for lower grades.	
Ferrona No. 1.....	\$18.00 delivered Montreal.
" No. 2.....	17.50 "
" No. 3.....	16.50 "
" No. 4.....	16.00 "
Londonderry.....	\$18.50 to \$19.00 "
Glenarnock.....	20.00 "
Gartsherrie.....	19.25 "
Carnbroe.....	18.50 "
Carron No. 1.....	20.00 "
(special).....	19.00 "
Ayresome No. 1.....	18.50 "
" No. 3.....	18.00 "
Summerlee.....	20.00 "
Clarence No. 1.....	18.00 "
" No. 3.....	17.50 "
No. Cleveland.....	18.00 "

**Bar Iron**—The brisk demand of the last week continues unabated. Our quotations are as follows: Merchant bar, \$1.80; horse-shoe iron, \$2.02½; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**Tool Steel**—A better class of orders are arriving. The outlook has a healthier appearance. We quote as follows: Colonial and Black Diamond, 8 cents to 9 cents; Sanderson's, 8 cents to 45 cents, according to grade; Jessop's, 13c; Jonas & Clover's, 10 to 20c; "Air Hardening," 65c per lb; Conqueror, 7 1-2c; Conqueror High Speed steel, 60c.

**Merchant Steel**—During the week toe-calk has advanced 2 1-2c., and mild and rivet 12 1-2c. each. Other prices are firm, but no indication at present points to an advance. Our quotations are as follows: Sleighshoe, \$1.97 1-2; tire, \$2.07 1-2; spring, \$2.75; toe-calk, \$2.62 1-2; machinery iron finish, \$2.07 1-2; reeled machinery steel, \$2.75; mild, \$1.97 1-2 and upwards; rivet, \$1.97 1-2 and upwards; net cash thirty days.

**Cold-Rolled Shafting**—Orders of an appreciative character are being received from manufacturers of machinery. We quote the following: Cold rolled shafting, 3-4 inch to 17-16, \$3.85 per 100 lbs; inch and a half to 3 inch, \$3.50 per 100 lbs.

**Canada Plates**—Prices unchanged, although firm. Our quotations are as follows: 52s. \$2.45; 60s. \$2.50; 75s. \$2.55; full polished, \$3.60; galvanized, 52s. \$3.90 to \$4; 60s. \$4.15 to \$4.25.

**Black Sheets**—The majority of orders received during the past week call for

future shipment. Our quotations are: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**Galvanized Iron**—Galvanized iron has a good demand. Prices continue unchanged. We quote as follows: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch 28 gauge, \$4.05; in less than case lots, 25c extra.

**Antimony**—Antimony is firm. We quote: 9 1-2c.

**Sheet Zinc**—Zinc is reported as being easier, although there is a new condition in the market; prices remain the same. Our quotations are: Case lots, \$7.00; small lots, \$7.25.

**Tin Plates**—There is a good demand for tin plates. The market is steady and prices continue unchanged. Our quotations are: Cokes, \$3.75; charcoal, \$4.00.

**Ingot Tin**—Prices for ingot tin have become firmer. An advance of one-half cent is quoted this week. The present price ranges from 33c. to 33 1-2c.

**Ingot Copper**—Copper has become firmer during the week under review. No concessions can be obtained at the prices quoted below. We quote: 16 1-4c. and 16 1-2c.

**Ingot Zinc**—It is reported that zinc is easier. The market continues to be unsteady. We quote the following: 6 3-4c. to 7c.

**Pig Lead**—Lead continues to diminish in value. Our quotations for this week are: From \$3.50 to \$3.60, no concessions being obtainable.

**Boiler Tubes**—No change is quoted in the price list this week. Our quotations are as follows: Highest grade soft steel, British and American tube, 11-2 inch, 8 1-2c; 2 inch, 8 1-2c; 2 1-2 inch; 10c; 3 inch, 12 1-4c; 3 1-2 inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

**Scrap Metal and Old Materials**—At present there is a better demand for metals, owing chiefly to the improved conditions among the foundries. Scrap wrought iron has become scarce, and prices have become correspondingly firm, without much advance in price. Old rubbers are easier. Although our prices are firm, no change has taken place. We quote the following prices: Heavy copper and wire, 12 3-4c.; light copper, 11 1-2c.; heavy red brass, 10 1-2c.; yellow brass, 8 1-2c.; light brass, 6c.; lead, 2 3-4c.; zinc, 3c.; machinery cast scrap, \$14; wrought scrap, \$14; stove plate scrap, \$11; No. 1 country rags, 75 to 90c. per hundred pounds; old rubbers, 5 1-2 to 6c.



## PORTLAND CEMENT

DRAIN PIPES, CULVERT PIPES,  
SEWER BRICKS, INVERTS,  
FIRE BRICKS, FIRE CLAY,  
BUILDING BRICKS,  
FIRE PROOFING  
ROAD PAVING BRICKS  
and BLOCKS.

Correspondence Invited

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KING, QUEEN and WELLINGTON STS.  
MONTREAL

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and Other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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MIDLAND, ONT. Limited

Get our prices for

## GALVANIZED FLAT SHEETS

THE "VANDA" BRAND

For all purposes requiring the best quality.

It is "deadflat," well galvanized, true to gauge and specially soft for working-up. We guarantee every sheet bearing our brand.

### C.F. JACKSON & CO., Limited

Wholesale Merchants

Ormidale Block, Vancouver, B.C., and

Liverpool, England

Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Bags, Grain Bags, etc., etc.

### Ontario Metal Markets.

Office of HARDWARE AND METAL.

10 Front Street East.

Toronto, March 31, 1905.

Pig Iron—Trade is active, and the mills continue busy. Quotations remain as follows:

Middlesboro, f.o.b., Toronto	\$21 00
Hamilton, No. 1, at furnace	18 00
No. 2,	17 50
Midland, No. 1,	18 00
No. 2,	17 50
Radnor, at furnace	27 50
Londonderry, at furnace	16 50 to 17 00

Bar Iron—The demand is very active, with prices very firm. Our quotations are as follows: \$1.80 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

Tin—The market continues strong and active. Quotations remain from 32 to 34c. per pound.

Galvanized Sheets—A steady demand exists. Prices remain unaltered.

Tin Plates—The market continues very active and prices firm.

Canada Plates—The demand is most active, with prices steady.

Brass—The demand continues strong, and prices unchanged. Discounts are 10 per cent.

Lead—The market is strong and there is a good business doing. There is no change in prices. We quote: Pig lead, \$3.80 per 100 lbs.; and bar lead, \$4.80 per 100 lbs.

Zinc Spelter—Demand continues active, with short supply available. Quotations are as follows: 7c. per lb. for foreign and 5½ to 5¾c. per lb. for domestic.

Copper—The demand for copper ingots is strong and active. Prices remain as follows: Ingot copper, 16 1-4c. per lb. and sheet copper, 21c. per lb.

Antimony—The market continues quiet, and prices unaltered.

Old Material—Copper and brass continue firm. Shipments of goods are being made by local firms, but nothing is being received from the country districts as yet. We quote: Heavy copper and wire, 12 1-2c. per lb; light copper 11 1-2c. per lb; heavy red brass, 10 1-2c. per lb; heavy yellow brass, 9c. per lb.; light brass, 7c. per lb.; tea lead, \$2.40 per 100 lbs; heavy lead, \$2.60 per 100 lbs; scrap zinc, 4c. per lb; iron, No. 1 wrought, \$10 to \$11; No. 2 wrought \$3 to \$5; machinery cast scrap, \$14; stove plate, \$10; malleable and steel, \$5; old rubbers, 5 1-2c. per lb; country mixed rags, 65c. per 100 lbs.

For Manitoba Metal Markets see page 34.

### UNITED STATES METAL MARKET.

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, March 30, 1905.

THE continued heavy buying of material of all kinds by the railroad interests is still the main feature of the iron markets. It is reflected in quite a steady flow of small additional rail orders, in a very heavy demand for

## SANDERSON'S TOOL STEEL

"The most reliable tool  
steel on the market."

LARGE ASSORTMENT IN STOCK.

### A. C. LESLIE & CO.

MONTREAL.

Ask your customers

if they don't need new pumps.

If they do, sell them our

Standard Anti-Freezing Pumps

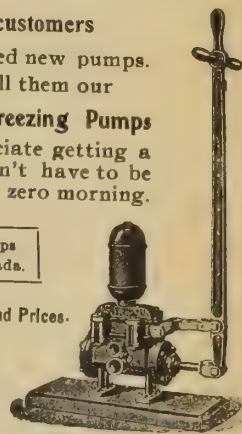
They'll appreciate getting a pump that doesn't have to be thawn out every zero morning.

McDougall Pumps  
—Made in Canada.

Write for Catalogue and Prices.

The  
R. McDougall Co.  
Limited

Galt, Ont.



### BAINES & PECKOVER TORONTO.

Ontario Agents for

B. K. MORTON & CO.'S

## "ALPHA"

HIGH SPEED STEEL

AND

Crucible Cast Steel

Large stock on hand. Send for Stock List

## NOVA SCOTIA STEEL & COAL CO., Limited NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron And SIEMENS-MARTIN OPEN HEARTH STEEL



plates and in the buying of considerable quantities of structural material.

The position of the plate market is attracting particular attention. Eastern mills are selling considerable quantities in the western markets, notably Cleveland and Pittsburg, and in some instances are securing premiums. It is understood that the leading interest is fully booked for a long time ahead and is on the verge of being a purchaser to cover contracts. It begins to look as though some foreign material may have to be brought in this year.

There has been another burst of buying of basic pig iron in the eastern markets. In the Philadelphia district three steel works have in the aggregate bought 36,000 tons at prices varying from \$16.60 to \$16.75, delivered, for the third and fourth quarter.

A mill in the New York district has taken 8,500 tons.

The Pittsburg market for pig iron for steel manufacture is pretty bare, it having been impossible to squeeze out 10,000 to 15,000 tons of Bessemer pig for the Cleveland district for immediate delivery.

The Steel Corporation, it is estimated, will need about 40,000 tons for April delivery, which has not yet been contracted for.

While, therefore, the demand from the steel works in the east and in the central west continues extremely heavy, and while the cast iron pipe shops are consuming large quantities of pig iron, the general jobbing foundry trade is still quite slack. Should the general improvement extend to this branch, then we must face an acute scarcity and a possible runaway market.

This brings into prominence the question of a supply of foreign pig iron. Thus far some moderate lots have been taken for re-export purposes, but the prices at which the sales were effected are pretty close to domestic figures. At tidewater points the price of foreign pig, duty paid, is from 75c. to \$1 per ton above our own markets. New England points are even now closer to parity, but founders are loath to change their mixtures.

A tidewater steel plant has purchased one lot of 6,000 tons of foreign Bessemer pig at about \$18.50, Baltimore, and may have taken additional quantities. This, however, is to partially cover sales of steel rails made to South America, taking advantage of the drawback.

An interesting situation is developing in bridge material. A good deal of business has been placed. Thus the leading interest has booked during the week about 20,000 tons in individually small lots. While the bookings are very heavy, the drawings and specifications are still coming in slowly. There is danger, therefore, of a rush later on, which the fabrication end, with ample reserve capacity, will easily take care of, but which may prove embarrassing to the structural and plate mills, which are even now threatened with congestion.

## LONDON METAL MARKETS.

From Metal Market Report, March 29, 1905.

**Pig Iron**—Middlesboro No. 3 foundry is quoted at 49s., and Scotch warrants at 54s., making prices as compared with last week 4 1-2d lower for Middlesboro and 6d lower for Scotch warrants.

**Tin**—Spot tin opened firm at £137 5s., futures at £134 10s., and after sales of 150 tons of spot and 60 tons of futures closed strong at £137 12s. 6d for spot and £134 12s. 6d for futures, making price as compared with last week £1 7s. 6d higher on spot and 2s. 6d lower on futures.

**Copper**—Spot copper opened easy at £67 10s., futures at £67 17s. 6d, and after sales of 200 tons of spot and 250 tons of futures closed quiet at £67 10s. for spot and £67 17s. 6d for futures, making price as compared with last week 7s. 6d lower on spot and 7s. 6d lower on futures.

**Lead**—The market closed at £12 10s., making price as compared with last week 1s. 3d higher.

**Spelter**—The market closed at £23 12s. 6d, making price as compared with last week 5s. higher.

## PITTSBURG METAL MARKETS.

Iron Trade Review, March 30, 1905.

**Pig Iron**—The buying of foundry iron is limited almost entirely to small lots, but the recent heavy sales have strengthened the general situation, and very little iron is offered at \$16 at the furnace, while \$16.25 to \$16.50 is the general range of quotations for No. 2. We note the sale of 3,000 tons of forge iron for delivery the second quarter at \$15 Western Pennsylvania furnace, and Valley furnaces are holding their iron on the same basis. A few Valley operators are asking \$16 at furnace for both basic and Bessemer, but the large deals pending are expected to go through on the basis of \$15.50. Little southern iron is now being sold in this market, and southern producers are offering No. 2 on the basis of \$13.50 to \$13.75 Birmingham. We revise quotations as follows:

Bessemer, Valley .....	\$15 50 to \$15 75
Bessemer, Pittsburg .....	16 35 to 16 60
No. 1 Foundry .....	17 50 to 17 75
No. 2 Foundry .....	16 85 to 16 35
Gray forge, Pittsburg .....	15 85 to 16 00
Basic, Valley .....	15 50 to 15 60
Basic, Pittsburg .....	16 35 to 16 45

**Steel**—Sheet bars and small billets are now held on the basis of \$26 Pittsburg, for delivery the second quarter, while 4 x 4 billets are quoted at \$24.50 to \$25. Bessemer and open-hearth rods are held at \$34 to \$35.

**Plates**—There is a general widening of demand for plates, and all of the mills are operating at their fullest capacity. The plate-producing capacity in this district is to be greatly increased this year, the LaBelle Iron Works installing an 84-in. mill, Alleghany Steel & Iron Co. 72-in. mill and the Portsmouth Steel Co. is installing an 84-in. mill and is remodeling its 72-in. mill and will install 60-in. rolls.

**Bars**—Demand for steel bars continues heavy, and specifications are being regularly received on running contracts. While 1.70c. Pittsburg continues to be quoted by the leading producer of bar iron, some of the local mills continue to take business at 1.65c.

**Structural Material**—The McClintie-Marshall Construction Co. has been awarded the contract for the erection of two factories at New Pittsburg, near New Castle. The demand for structural material is heavy, and the mills are crowded with orders on steel car sizes.

**Sheets**—This week the sheet and tin-plate mills of the American Sheet & Tin Plate Co. are operating 100 per cent. of their capacity. While the demand for black sheets is heavy, there is little new business in tin plate, and the production of the mills is being shipped on running contracts, placed months ago on a lower basis.

**Wire and Wire Nails**—The movement of wire products from the warehouses of the jobbers is improving, and the Spring demand promises to be very heavy this year. Little new business is being placed with the mills, and none is expected until the jobbers have their warehouse stocks pretty well depleted.

**Merchant Steel**—There is no let up in the demand for merchant steel, and the shafting manufacturers also report a greatly increased demand, though prices are by no means uniform on the latter product.

**Old Material**—We note the sale of 1,500 tons of unguaranteed southern low-phosphorus material at \$19.40 Pittsburg, second quarter delivery. The heavy melting stock market is quiet and prices are unchanged.

**Coke**—During the week ending March 18, the upper Connellsville region produced 266,474 tons, and the lower region 80,487 tons. The shipments from the region during this period were 14,831 cars. As the results of these heavy shipments the market is decidedly easier on furnace coke, and the scarcity of box cars alone is steadying the foundry coke market. Foundry coke is quoted \$2.75 to \$3.25, and furnace at \$2.30 to \$2.40.

## TRADE CONDITIONS IN NEW BRUNSWICK.

Special Correspondence of HARDWARE AND METAL.

St. John, N.B., Mar. 28, 1905.

**A**N enterprise of importance to New Brunswick has recently been set on foot. This is the formation of the Mineral Products Co. This company plans to erect and equip a plant at Grand Falls for the purpose of manufacturing ferro-manganese from the bog ore. Already a deposit of \$50,000 has been made by the company with the Government as a guarantee of good faith. Mr. Harry McLaughlin, of New York, one of the gentlemen actively interested in the company, was in the city a short time ago. He was authority for the statement that the company hopes to begin the work of installing and equipping the Grand Falls' plant this Summer. Already the Grand Falls people are beginning to look for a day of greatly-increased prosperity as a result of the new undertaking. Certainly the starting of a large enterprise would give a very great impetus to business of all kinds at Grand Falls. Its effect,



moreover, would undoubtedly be felt throughout the whole province.

Generally speaking, the hardware market has been featureless of late. It has, however, been firm in tone. At the present time an upward trend is quite noticeable, although no advances of note have taken place as yet. English glass is somewhat higher, but the Belgian article does not fluctuate and changes are not anticipated until there is some change in the strike situation in Belgium. The advance of price in linseed oil in Great Britain has caused a stiffening in quotations on this side of the water. At time of writing, however, rises in the price of this article have not been definitely announced, although there may be numerous rumors afloat. In all lines of builders' hardware there seems to be a decidedly upward tendency. True, prices have not, generally speaking, been advanced as yet, but increased prices are looked for in the near future. Some dealers do not look for advances, but give it as their opinion that prices will remain about as at present, with no tendency to easier figures.

The business in lobster fishing supplies has not, on the whole, been up to the average this year. As in many other lines of business, the weather is largely to blame. The fishermen have not felt like going into extensive preparations for the fishing, in view of the bad weather, and those who have been looking for supplies have, in many cases, experienced difficulty in securing them because dealers have not been able to lay in supplies, as travelers for manufacturers and wholesalers have not been able to get on their rounds. It is reported, however, that more persons are going into the lobster fishery in some parts of the country than in other seasons, and, consequently, the demand for supplies may brighten up considerably.

The ship-chandlery business shows signs of being better here this year than for some time. Nothing startling has developed, but the general tone seems to be favorable.

Mr. W. H. Thorne, of W. H. Thorne & Co., has been nominated for the presidency of the Citizens' League. As yet he has not accepted. The league is a civic reform association.

### TRADE CONDITIONS IN NOVA SCOTIA.

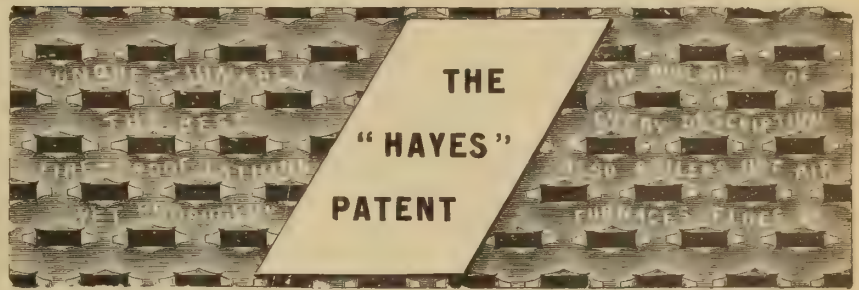
Halifax, March 28th, 1905.

THE wholesale hardware business for the last week has improved somewhat from the enforced period of dullness, and dealers report a good many orders coming in from various sections. All railroad lines have been opened and running on schedule time, and travelers are enabled to hustle for business in an endeavor to make up for the time lost. They report only fair activity in many sections of the province, yet the prospects for Spring and Summer trade seem to be good. The retail business is fairly good throughout the country, and the usual average in the city. Renewals were large at the first of February, and there is every indication that the same will be the experience for the first of March.

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Builders' materials are now much in demand, and the following are quotations: Three-ply roofing, \$1.15 per roll; two-ply, 90c; tarred felt, \$1.85 per hundred pounds; tarred sheathing, 50c; dry

# METAL LATH



Requires less mortar and 90 per cent. less labor than the inferior varieties that have been stretched until they have little strength left.

The "Hayes" is rigid. It makes a perfect job.

It costs less when applied and plastered than any other. We make it.

You can make money selling it.

## THE METALLIC ROOFING CO., LIMITED TORONTO

sheathing, 40c. For sheet-lead jobbers quote \$4.75 for rolls and \$5.25 in smaller quantities. Cement, for which there is only a limited demand at present, \$2.25 for English is quoted. Turpentine and linseed oil remain as last quoted. Wire nails at \$2.30 base, with the prospect of 5c advance. Zinc is quoted steady at 7½c in casks, and 7½c in smaller quantities; spelter, 7½c.

\*\*\*

The strike in Belgium has caused prices for glass to be firm, with an advancing tendency. Jobbers have not been free buyers of late. Their quotations are: Sixteen ounce, first break, 50-ft. boxes, \$1.75; 100-ft. boxes, \$3.40. Second break, \$1.85 and \$3.75; third break, 100-ft. boxes, \$4; fourth break, \$4.40; fifth break, \$5; sixth break, \$5.50.

\*\*\*

There is still a fair demand for cordage, and all kinds of ship chandlery and fishermen's outfitting. In cordage; British Manila is quoted at 11c; pure manila, 14½c; sisal, 10½c.

\*\*\*

Barbed wire fencing is beginning to be called for, and the demand will increase from now on. The price is firm at \$2.55. Both German and American manufacturers are bidding strongly for trade. Staples are quoted at 3½ to 4½c, according to quality.

### CANADIAN GOODS FOR CHINA.

The James Smart Mfg. Co., Brockville, have received an order for two warm-air heaters for a church now being built in Tientsin, China. They already have heating systems installed in two other buildings in Manchuria. This expansion of Canadian trade will be noted with satisfaction by our readers.

### WASHING MACHINES.

There are many washing machines on the market, but there seems to be room for all of them. The field for them is almost unlimited. Every family is a possible customer, so it takes a lot of the machines to supply the trade.

### BUSINESS CHANGES.

#### ONTARIO.

SHEPHERD HARDWARE CO., dealers in hardware and stoves, Toronto, sold assets to McCurdy Bros. at 62c. on the dollar.

W. H. Davis, of Wm. Davis & Sons, contractors, Ottawa, is dead.

R. Anderson, dealer in agricultural implements, Kinburn, succeeded by J. H. Kemp.

Brown & Sims, hardware merchants, Thamesville, succeeded by Brown & Graves.

N. S. McLaughlin, dealer in agricultural implements, Brussels, has assigned to F. S. Scott.

J. W. Dawson, tinware dealer, Hamilton, has assigned to W. P. Smith; meeting of creditors Mar. 31.

#### QUEBEC.

Mercure & Jobin, builders, Montreal, have dissolved partnership.

Lemoine, Martineau & Fils, contractors, Montreal, have dissolved.

J. E. Scott & Co., electrical contractors, Montreal, have dissolved. John E. Scott has registered.

J. H. Gardner & Bros., plumbers, Montreal, have dissolved. Jas. H. Gardner and A. Gardner are registered.

#### NEW BRUNSWICK.

N. L. Wilson, blacksmith and carriage-maker, Grand Falls, is dead.

#### MANITOBA AND N.W.T.

W. Ostrand, painter, is leaving Carman.

R. A. Johnston, blacksmith, Nesbitt, has sold to R. B. Cunningham.

Morris & Morrison, hardware dealers, Lacombe, have dissolved partnership.

G. F. Smith, harness dealer, Alexander, is opening branch at Westwood.

J. A. Storey, dealer in agricultural implements, Elm Creek, is giving up business.

Clark & Hume, hardware dealers, Grand View, have sold to Challoner & Fitzgerald.



# Granite Wood Fibre Plaster

is applied in the same manner as any other hard wall plaster, on wood, metal, or wire lathing, and on brick or terra cotta walls. Owing to its lightness and easy-working qualities, and the speed with which it can be put on, it appeals to the plasterer.

One of the most important ingredients of this plaster is Wood Fibre. This gives the plaster lightness, flexibility and toughness, while the other ingredients make the plaster hard and smooth; the whole making a wall that is a non-conductor of sound, electricity, heat and cold, so compact and tight as to be absolutely germ and vermin proof—a wall not damaged by water, and one practically fire-proof.

As a Coal Saver in Winter, and Excluder of Heat in Summer, it is bound to interest Builders.

GRANITE WOOD FIBRE PLASTER needs only to be tried to be appreciated.

For Prices and Information in detail address the sole agents—

**G. F. STEPHENS  
& CO., Limited**  
**WINNIPEG,  
CANADA.**

## HARDWARE CONDITIONS IN MANITOBA.

(Market quotations corrected by telegraph up till 12 a.m. Friday, March 31, 1905.)

Office of HARDWARE AND METAL

Room 406 McIntyre Block,  
Winnipeg, Man.

**S**PRING trade continues very active; orders are coming in fast, and the jobbing houses are busy. Everything points to a busy season.

Members of the Western Retail Hardware Association will be interested to know that the new secretary and organizer of the Association is J. E. McRobie, of Winnipeg. Mr. McRobie has been for some time a traveler for The Jas. Robertson Co., and he is known to most, if not all, Western readers of Hardware and Metal. He has been one of the most popular drummers on the road, and the executive of the Association are to be congratulated on having secured his services. Mr. McRobie enters upon his duties almost immediately.

As has been mentioned before in Hardware and Metal, Henderson & Potts Co., of Halifax and Montreal, have established a branch in Winnipeg on Lombard street. Mr. Irwin, the manager of the local branch, is now in charge here, and he reports a good reception for his paints from the western trade. H. V. Lawlor is representing the company on the road.

Price changes are few. A reduction in tinplates is the most important change this week.

**Wire**—Wire is unchanged in price. Trade is brisk. We again quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized.....6 to 8	3 39
.....9 2 50	2 90
Plain galvanized.....10	3 50
.....12	3 10
.....13	3 20
.....14	3 90
.....15	4 45
.....16	4 60
Plain twist.....	2 85
Staples.....	3 35
Oiled annealed wire.....10	2 96
.....11	3 02
.....12	3 10
.....13	3 20
.....14	3 30
.....15	3 45

Annealed wires (uncoiled) roc. less.

**Horseshoes**—Trade is quiet, and there are no new features of note. We quote again:

Horseshoes, iron, No. 0 to No. 1.....	\$4 55
No. 2 and larger....	4 30
Snow shoes, No. 0 to No. 1.....	4 80
No. 2 and larger....	4 55
Steel, No. 0 to No. 1.....	4 70
No. 2 and larger....	4 45

**Horsenails**—Business is not overly brisk in horsenails. List price and discounts are as before. We quote:

Horsenails, No. 4—1½ in., list price.....	0 48
.....5—2.....	0 32
.....6—2½.....	0 28
.....7—2½.....	0 24
.....8—2½.....	0 22
.....9—2½.....	0 20
.....10—2½.....	0 20
.....11—2½.....	0 20
.....12—2½.....	0 20
.....14—3½.....	0 20

Discounts on these prices are for "C" brand 40, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

Discounts are as follows: "C" brand 40, 10 and 7½ per cent., "M" brand and other brands 55 and 60 per cent. Add 15c. per box.

**Wire and Cut Nails**—There is a very brisk demand for nails and builders' supplies of all kinds. We quote:

Cut Nails—	Wire Nails—
2d 1 in.....\$4 00	1 in.....4 00
3d 1 in.....4 00	1½ in.....4 00
3d 1½ in.....3 65	1½ ".....3 65
4d 1½ in.....3 40	1½ ".....3 40
5d 1½ in.....3 40	1½ ".....3 40
6d 2 in.....3 30	2 ".....3 30
8d 2½ in.....3 15	2½ ".....3 15
10d 3 in.....3 10	3 ".....3 10
20d 4 in.....3 05	3½ ".....3 05
30d 4½ in.....3 00	4 ".....3 05
40d 5 in.....3 00	4½ ".....3 00
50d 5½ in.....3 00	5 ".....3 00
60d 6 in.....3 00	5½ ".....3 00
	6 ".....3 00

**Screws**—There is a brisk demand for screws at unchanged prices. We quote discounts as follows:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—We quote following unchanged discounts:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" small lots.....	2½c. "
Hex " case lots.....	3c. "
" smaller lots.....	2½c. "

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	29½
No. 12.....	33

**Coil Chain**—We quote again as follows:

Coil chain, 3-16 inch.....	9.25
" ¼ inch.....	7.25
" 5-16 inch.....	5.20
" ¾ inch.....	4.60
" 7-16 inch.....	4.45
" ¾ inch.....	4.30
" ¾ inch.....	4.10
" ¾ inch.....	4.30

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discount 60 per cent.

**Axe Handles**—No change in price. We quote again as follows:

Axe handles, turned, s.g. hickory, doz... \$3 15
No. 1.....1 90
No. 2.....1 60
Octagon extra.....2 30
No. 1.....1 60

**Axes**—There is not much doing. We quote again as follows:

Axes, chopping.....\$ 6 75 to 12 00
" double bitts.....12 00 to 18 00

**Files**—We again quote as follows:

" Arcade.....70 and 10 p.c.
" Black Diamond.....60 p.c.
" Nicholson's.....62½ p.c.

**Building Paper**—All building supplies



are in good demand, and the building outlook is better than ever before. Prices of paper are unchanged. We quote:

Anchor, plain .....	65c
" tarred .....	70c.
Pure fibre, plain .....	67½c.
" tarred .....	80c.

**Ammunition, Etc.**—We again quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol .....	30 p.c.
" military .....	15 p.c.
Ammunition, cartridges, American R.F.	33¾ p.c.
C.F. pistol .....	5 p.c.
C.F. military .....	10 p.c. advance.
Loaded shells:	
Eley's and Kynoch's soft, 12 gauge	
black .....	15 00
chilled, 12 gauge .....	16 00
soft, 10 gauge .....	18 00
chilled, 10 gauge .....	19 00
Shot, Ordinary, per 100 lb .....	6 25
Chilled .....	6 75
Powder, F.F., keg, Hamilton .....	4 75
F.F.G., Dupont's .....	5 00

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned, .....	70 and 10 p.c.
" plain .....	75 and 2½ p.c.
" pieced .....	30 p.c.
Japanned ware .....	37½ p.c.
Enamelled ware, white .....	45 p.c.
" Famous .....	50 p.c.
" Imperial .....	50 and 10 p.c.

**Cordage**—No change in price. We quote as before:

Rope, sisal, 7-16 and larger, basis .....	11 25
Manila, 7-16 and larger, basis .....	15 25
Lath yarn .....	11 25

**Solder**—Quoted at 21c. per lb.

**Bluestone**—In better demand. Price is \$5.75 per cwt.

**Iron and Steel**—The iron market is very firm. Prices are still as follows:

Bar iron (basis) .....	2 50
Swedish iron (basis) .....	4 75
Sleigh shoe steel .....	2 65
Spring steel .....	3 00
Machinery steel .....	3 50
Tool steel, Black Diamond, 100 lb .....	9 50
Jessop .....	13 00

**Black Sheets**—Trade is fairly active in black sheets. Prices are steady. We again quote:

Black Sheets, 10 to 16 gauge, 100 lb. ....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 97
26 gauge .....	4 00
28 gauge .....	4 10

**Galvanized Iron**—A slight reduction will be noted in the price of 26-gauge Apollo. Other prices are unchanged, and we quote again as follows:

Apollo, 16 gauge .....	4 00
18 and 20 gauge .....	4 00
22 and 24 gauge .....	4 25
26 gauge .....	4 25
28 gauge .....	4 50
30 gauge or 10½ oz .....	4 75
Queen's Head, 24 gauge .....	4 25
26 gauge .....	4 00
28 .....	4 75

**Tin Plates**—A reduction of 50c. per box will be noted. We quote:

Unplate, 1C charcoal, 20 x 28, box ....	9 50
" IX .....	11 50
" IXX .....	13 50

**Ingot Tin**—Quoted at 35 cents.

**Canada Plates**—Nothing new. Prices continue as follows:

Canada plate, 13 x 21, 18 x 24 .....	3 25
Canada plate, 20 x 28 .....	3 50
Canada plate, full polished .....	4 00

## GILBERTSON'S

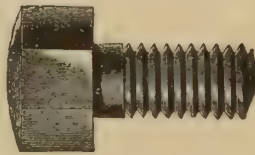
### COMET

Agent: ALEXANDER GIBB, Montreal.

## Brand Galvanized Sheets

are of high quality, but LOW in price—for a guaranteed sheet.

Makers: W. GILBERTSON & CO., Limited  
Pontardawe, South Wales.



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

## FOR STORAGE IN WINNIPEG

Handling and reshipping of goods.

Brick warehouse with track facilities

**MACKENZIE BROS.**

WRITE  
244 PRINCESS ST.  
OR P.O. BOX 579

**WINNIPEG.**

# A GOOD PAINT

cannot be made from cheap ingredients, nor a poor paint from the best. To prove to you we have the best we will be pleased to send you a sample order.

## The Winnipeg Paint and Glass Co., Limited

P.O. Drawer 1268

179-181 Notre Dame Ave., East

## London Gate

**A Modern Gate**

—Of finest steel throughout, with corners by cold process banded. Thus stronger, more rigid than the rest, Cross-braced and fitted with self-acting latch of new design most perfect. Closely wove of Famous London spring steel wire—coiled, not kinked. Swings either way most easily, nor ever blocks the snow. A perfect gate—made plain or ornamental as may be desired—It doth enhance the value of a farm, Yet costs no more than some not half so good and durable.

**London Fence Machine Co**  
Limited,  
LONDON AND CLEVELAND.

Our New Discounts Make LONDON GATES  
the Cheapest on the Market.



**CONDENSED OR "WANT" ADVERTISEMENTS.**

**YEARLY CONTRACT RATES.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10 00

**FOR SALE.**

**A** WELL established Hardware and Sporting Goods business in a Western Ontario town. For particulars apply to the Kennedy Hardware Company, Toronto. (15)

**H**ARDWARE businesses for sale. Located at Frank, Alberta; stock \$27,000; Blairmore, Alberta, stock \$7,500; Coleman, Alberta, stock \$15,000. Each doing a live business with good profits and quick returns. Stores and real estate for sale or lease. Dissolution of partnership the only reason for selling. Address A. F. Grady, McLeod, Alberta, or J. Farmer, Frank, Alberta. (15)

**SALESMAN WANTED.**

**F**OR 1 rge retail hardware store in N.W.T. A first-class experienced salesman, one with good knowledge of bookkeeping preferred. Also experienced tinsmith for same; must be abstainer in each case. Apply Box 231, **HARDWARE & METAL**, Toronto. (13)

**SITUATION WANTED.**

**B**OOKKEEPER—Young man, thoroughly competent and reliable, desires opening with good hardware, retail preferred. Box 23, **Hardware and Metal**, Toronto. (15)

**WANTED.**

**M**ANAGER for stove and furnace business in heart of Toronto. A highly successful concern; will pay a good salary to thoroughly competent man, who is prepared to make small investment. Box 232, **Hardware and Metal**, Toronto. (13)

**BUSINESS CHANCES**

**B**UY the only Acetylene Machine without open water seals. Enclosed like a meter—no odor, dirt nor danger wherever placed. Cannot leak gas, expel water, nor burst. Steady pressure for lights, stoves or engines. Simple, automatic, economical cost and working. Testimonials. St. Thomas Acetylene Manufacturing Co., Limited, St. Thomas, Ont. (14)

**I**F you are looking for Hardware, Implement or Blacksmith's businesses anywhere in the Canadian Northwest consult the Locators. Practically every business that comes into the market is listed with them, and their book of business opportunities is mailed free on request. Write for it yourself. Locators, Winnipeg.

**H**ARDWARE—Good business in one of Manitoba's best towns for twenty-five hundred; half cash, balance arranged. Locators, Winnipeg.

**H**ARDWARE—Well-established store on the Souris line, Manitoba, carrying a stock of three thousand. Can be bought for fifteen hundred cash and fifteen hundred on easy terms. Locators, Winnipeg.

**H**ARDWARE business in good town in Saskatchewan. Annual turnover twelve thousand; stock thirty-five hundred. Good condition. Seventeen hundred cash and one thousand eight hundred on easy terms. Locators, Winnipeg.

**W**E not only sell hardware, implement and blacksmith's shops, but every kind of business from general stores to hotels. Locators, Winnipeg.

**Sheet Zinc**—Cask lots are quoted at \$8.25 per 100 lbs, and broken lots at \$8.75.

**Pig Lead**—Quoted at \$4.50 per 100 lbs.

**Iron Pipe**—Plumbers are all very busy, particularly in the city. Demand is brisk. We quote:

Black iron pipe, 1/2 inch.....	....
" " 3/4 ".....	2 45
" " 1 ".....	2 65
" " 1 1/4 ".....	3 00
" " 1 1/2 ".....	3 80
" " 1 3/4 ".....	5 50
" " 2 ".....	7 45
" " 2 1/2 ".....	8 95
" " 3 ".....	12 30

**Petroleum**—Prices continue steady. We quote:

Silver Star, per gal.....	20 1/2 c.
Sunlight.....	21 1/4 c.
Eocene.....	23 1/4 c.
Pennoline.....	24 1/4 c.
Crystal Spray.....	23 1/4 c.
Silver Light.....	21 1/4 c.

(In barrels f.o.b. Winnipeg.)

**Paris Green**—In brisk demand for forward delivery. We quote:

**English Paris Green**—Petroleum barrels, 14 1-4c.; arsenic kegs, 14 1-2c.; 50 and 100 lb. drums, 15c.; 25 lb. drums, 15 1-2c.; 1 lb. tins, 17c.; 1-2 lb. tins, 19c.; 1 lb. cardboard boxes, 16c.; 1-2 lb. ditto, 18c. Terms 2 per cent. off for cash in 30 days; 90 days net.

**Canadian Paris Green**—50 lb drums 17c., bulk 18c.; in 1 lb packages 20 cents.

**Paints and Oils**—All kinds of painting material are selling in large quantities. Prepared paints are selling fast. Linseed oil and turpentine are steady since last changes. We quote:

White lead (pure).....	\$5 00 to \$5 50
Bladder putty, in bbls.....	0 02 1/2
" " in kegs.....	0 02 1/2
Turpentine, pure in barrels.....	\$ 84
Less than barrel lots.....	89
Linseed oil, raw.....	55
Boiled.....	58

**Window Glass**—In very strong demand at present. Owing to the long protracted strike in Belgium, which has interfered with import supplies, the glass market is very firm. We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$225
26 to 40 ".....	250
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4.00
26 to 40 ".....	4.25
41 to 50 ".....	4.75
51 to 60 ".....	5.25
61 to 70 ".....	5.75
21-oz. C.S., double, in 100-ft. cases—	6.30

**MACHINERY WANTED.**

**WANTED**—A second-hand engine, 30 h.p.; centre crank, 40 h.p. stationary boiler. Box 234, **HARDWARE AND METAL**, Toronto. (13)

**MACHINERY FOR SALE.**

Rates for first insertion 2c. a word, and for subsequent insertions 1c. a word.

**O**NE second-hand gap lathe; swings 40 in. and 26 in.; 12-ft. 6-in. bed. Address Box 748, Montreal.

**O**NE second-hand shafting lathe, 26-in. swing, 20-ft. bed. Address Box 748, Montreal.

26 to 40 united inches.....	7.35
41 to 50 ".....	8.40
51 to 60 ".....	9.45
61 to 70 ".....	10.50
71 to 80 ".....	11.55
81 to 85 ".....	12.60
86 to 90 ".....	14.75
91 to 95 ".....	17.30
6 to 100 ".....	

**PERSONAL AND TRADE NOTES.**

O. M. Hodson, Bolton, visited Toronto this week.

The Star Iron Works, Montreal, suffered a heavy loss by fire this week.

H. E. Moore, painter, Oakville, called on the trade in Toronto this week.

W. B. Clifton, Alliston, called on the Toronto hardware jobbers this week.

Dalton & Co.'s hardware store at Wellwood, Man., was burned a few days ago.

J. A. W. Allan, Newmarket, called on the local hardware wholesalers this week.

Maddaford & Sutherland, Canora, Man., have built an addition to their hardware store.

L. P. Beaulme, of Alexandria, will conduct a hardware business in Hawkesbury in future.

Mr. Brown, of Brown & Semple, plumbers, Brockville, was a visitor in Toronto a few days ago.

Mr. Willson, of McDonald & Willson, electric and gas fixture manufacturers, Toronto, is making a trip through Western Canada in the interest of his firm.

The Guelph Foundry Co. are asking the City of Guelph for a site for a large moulding shop 600 feet long. They guarantee to pay \$125,000 per year in wages.

Mr. R. Ross, president of the National Association of Master Plumbers, who has been laid up for the past month, is recovering and his many friends will be glad to see him around again in a few days.

D. P. Crosby, traveler for the J. H. Still handle factory for 26 years, was asphyxiated by gas at St. Thomas on March 26. He was 77 years of age and resided at Burlington, Ont.

Smythe Bros., Toronto, have bought out the McLeod stationery store on College street, near Bathurst, and have added a line of household supplies. The new store will be run as a branch of their store at College and Spadina avenue.

**MONTREAL PAINT WAREHOUSE DAMAGED BY FIRE.**

A small fire, which originated a few minutes before twelve o'clock on Thursday, March 30, succeeded in causing considerable damage to the office and warehouse of the P. D. Dods & Co., of Montreal. The fire started in the basement near the furnace, and it is supposed to have been caused by a few sparks which in some way managed to



escape from the fire-place. The fire was under control within a few minutes after the arrival of the brigade, but the effect of the water will add considerable to the amount of the loss. The occurrence, however, will cause no delay in the shipping of orders as the manufacturing plant, which is in another part of the city, is in a fit condition to take up the thread of the business. Temporary up-town offices have been secured at No. 200 McGill street. The loss, which has been roughly estimated to be in the neighborhood of \$25,000, is fully covered by insurance.

### ANNUAL MEETING OF TORONTO RETAIL MERCHANTS.

THE annual meeting of the Toronto branch of the Retail Merchants' Association of Canada, held in their board room, Richmond street, on Tuesday, April 28, was largely attended



Mr. S. Corrigan,  
President Toronto Branch, Retail Merchants' Association

by representatives from all sections of the Association. The annual report of the work done during the year showed it to be the most prosperous in the Association's history. The financial statement showed that all liabilities had been met and there was no indebtedness. The President, S. Corrigan, who was re-elected by acclamation, congratulated the members on the work done during the year and the increase in numbers.

The meeting endorsed the recommendation to ask for the following legislation at the present session of the Local Legislature: To amend the Pedlars' and Hawkers' Act so that the license for a basket might be increased from \$1 to \$100, and for a push-cart from \$10 to \$200; to amend the Transient Traders' Act forcing them to pay \$250 to the City Treasurer, which shall be applied

on their taxes should they continue in business; to amend the Division Court Act so as to simplify and reduce the fees for the collection of small debts; to amend the Trading Stamp Act so that the giving of coupons, exchange tickets, or similar devices by merchants or manufacturers will be abolished.

In view of the city's movement to obtain legislation to get a by-law passed forcing merchants to keep meat, fruit, etc., inside their shops, the Legislative Committee will wait upon Dr. Sheard and the Board of Health to discuss the matter. They claim that the proposed by-law is unreasonable, and that if the city were more active in keeping clean streets it would be time enough to insist on meat being kept inside.

A resolution was passed that the Association's representation on the Industrial Exhibition Board be increased from two to five.

The following officers and representatives were elected: President, S. Corrigan; First Vice-President, F. C. Higgins; Second Vice-President, J. A. H. Carnahan; Treasurer, W. Dineen; Secretary, E. M. Trowern.

Representatives to the Exhibition Board—J. Willmot and Walter Mann.

Excursion Committee—J. Willmot (Chairman), S. Corrigan, F. C. Higgins, J. A. H. Carnahan, Geo. Good, M. Moyer, W. Mann, Wm. Dineen, E. R. Reynolds, E. M. Trowern.

### NEW INDUSTRY FOR GUELPH.

It is rumored that a party of Chicago capitalists will shortly erect a gelatine and glue factory in Guelph, to cost between \$60,000 and \$70,000. The new concern will be known as The Canada Glue Co.

### NEW HARDWARE STORE OPENED.

A new hardware store is being opened in Grand Mere, P.Q., by Mr. J. A. Robert, who was for six years buyer for the Laurentide Paper Co., of the same town. He is also well known throughout the town and surrounding country, having filled the position of secretary of that municipality for six years.

### KENTVILLE BOARD OF TRADE MEETS.

AT the regular monthly meeting of the Kentville, N.S., Board of Trade on March 10th, the discussion had principally to do with the changing of the civic year, so that it and the finance year may be commenced at the same time. As it now stands, the financial year of the town, as in other businesses, ends in December, while the civic year ends in February.

There would seem to be no sufficient reason why municipal elections should not be held before the end of the calendar year, as are the County Council elections. The existing conditions prevent any one administration seeing the absolute result of its work.

It was finally decided that the only way of getting rid of these conditions was through the Legislature, and it was therefore moved that resolutions to this effect be drawn up and sent to Halifax for presentation at the present session of the Provincial Parliament, and that copies be sent as well to each town council and board of trade in Nova Scotia.

### NEW BRANCH FOR WINNIPEG.

Mr. Will C. Heinrichs, representative of the H. Mueller Manufacturing Co., of



Mr. H. C. Hamelin, Lauder,  
First Vice-President Retail Merchants' Association of  
Western Canada.

Decatur, Ill., has sold Winnipeg nearly all the brass goods used in connection with the waterworks for several years; but this year, Canadian manufacturers, taking a leaf from his note book, beat him out in prices. He has closed contracts with the Portage and Brandon Councils for waterworks supplies, however, and intends to recommend his firm to open a branch shop in Winnipeg for the purpose of finishing and assembling goods imported in the rough. The recommendation will probably be adopted.

### LUMBERMEN'S BOOT CALKS.

A specialty that is seasonable just now and should meet with a large sale in the lumbering districts, is that of boot calks, used by lumber jacks when running the timber down stream. H. S. Howland & Sons announce that they have a full stock of the Samson, 5-ring and Lipscomb brands, which are in active demand.



## PAINT, OIL AND BRUSH TRADES

### Brush Display for Spring Trade.

VERY few merchants make any attempt to properly display paint brushes or household goods as required for the average purchaser, many dollars' worth of business being lost every season by carelessness of storekeepers in not showing to good advantage such lines as scrub brushes, hair brooms, bannister brushes, pails, washboards, mop-sticks, wash-tubs, clothespins, etc.

A simple method for displaying these goods is to take the hoops of barrels and wind them with turkey red or other suitable material. Then place small screw hooks or nails on the inside of the hoops, and a small eye or hook in the end of each brush and hang from the ceiling or in the window.

Barrel covers can be used to good advantage by tacking or glueing them together, covering them with some colored material and then fastening your brushes on both sides with tape, elastic or wire. The trouble will be well-repaid by the increased sales in Spring cleaning time.

The most useful article, and one of general purpose for all seasons of the year, is to make a wooden frame about 24 x 36 inches and cover with fine wire poultry netting fastened on frame with double-pointed tacks. Handles of paint or varnish brushes can be inserted between the meshes of wire without injury. Fasten small hooks into handles of whitewash brushes or other articles too big to fit in between the wires. These can be removed any time and used for numerous other displays in a hardware or general store.

The writer in selling Boeckh's brushes and brooms and Cane's woodenware knows many merchants who have profited by adopting these ideas. By making good displays, the dealer benefits from increased sales, the manufacturer and travelers get extra business, and purchasers can see what they want to buy. Traveler.

### Paint Trade in South Africa.

A WRITER from South Africa says that the native trade in paints (face paints) is falling off, as the missions have killed this. As soon as a native takes to European dress he discontinues the use of colors for his own adornment. The new townships which are springing up in the more remote

districts, however, help the trade along. The Boer is the biggest user of paints in Africa, and the sale in the Transvaal during the year just closed is far in excess of any that have gone before. The reason is simple, for the Boers have passed the last two years in getting their lands into order and collecting stock. They have now accomplished this, and are turning their attention to providing themselves with more substantial dwellings than they have been satisfied with before, which necessarily consume a good deal of paint in their embellishment.

### Paint as a Protection for Fruit Trees.

Fruit trees painted with pure white lead and linseed oil are said, by Professor Atwood of the Virginia Experiment Station, to be well protected against insects, borers and scale, and that this practice will make nursery trees proof against harm by rabbits.

This practice has been opposed by other horticulturists, but the professor's object lesson is an orchard of 13,000 trees, seven years old, and painted every year from the time set out. The trees are in a fine, thrifty condition.

## O-SO-EZY

The Best Hardwood Floor Dressing and Furniture Polish

IN BBL. LOTS \$1.50 PER GAL.

SINGLE GALS., \$1.75.

AGENTS WANTED.

For further particulars write

O-So-Ezy Mfg. Co., Limited, 205 St. James St., Montreal

## "Imperial" Barn and Elevator Paint

is a superior yet low-priced paint for outside wear on either wood or metal surfaces.

IN 6 SHADES

It wears on the job, not off.

Write for Color Card.

MANUFACTURED BY

The **Imperial Varnish and Color Co., Limited**

TORONTO

ONTARIO.

P.S.—Orolite Oil Finish.





## DECORATIVE ENAMEL

For woodwork, furniture, earthen and metal-ware of all sorts, to which it gives a hard, lustrous, non-absorbent surface that always remains bright and attractive. A genuine enamel, and from a sanitary standpoint, the very best obtainable.

20 different tints and colors.

4 Sizes: Tins, gallons and  $\frac{1}{2}$  gallons.

Prices cheerfully furnished.

THE STANDARD PAINT & VARNISH CO., LIMITED,

WINDSOR, ONT.

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

Subscribe to the

### OIL AND COLOURMAN'S JOURNAL

for news of the Oil, Paint, Soap, Varnish  
Chemical and Drysaltery Trades.

Subscription, \$2.00 per year from date.  
Sample for 10 cents.

SCOTT, GREENWOOD & CO.  
19 LUDGATE HILL LONDON, ENG.



A Popular, Profit-  
able and Seasonable  
Line to Handle.

Dennis'  
Flexible Steel Wire  
Door Mats

DENNIS WIRE AND IRON CO.

Send for Catalogue.

LONDON, ONT

## ONE CENT

*Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.*

## IT STIMULATES A DEALER

TO PUSH HIS BUSINESS, if he has the satisfaction or feeling that he has bought wisely.

Whether he has or not is evidenced by what is called for most in any particular line.

If in the wall-coating line, he would not have to be a very close observer to realize that the demand is for **CHURCH'S COLD WATER**

## ALABASTINE

a wall-coating made from a cement base, that will not rub or scale off.

**ALABASTINE** is made in Paris, Canada, by Canadian labor, and from rock taken out of Canadian mines. It is **TIME TRIED**, and **TIME TESTED**.

**ALABASTINE** possesses every qualification to help establish and maintain a good trade. The fine, up-to-date advertising matter we furnish, and the thousands of dollars expended annually in advertising, are potent factors worthy of the consideration of any dealer in business to stay and to make money.

**ALABASTINE** is in demand all the time, but principally in the Spring. Have you ordered yet? "Do it Now." For sale by jobbers everywhere, and by

**The Alabastine Co., Limited, Paris, Ont.**



## "Island City"

## HOUSE AND FLOOR PAINTS

Dry in Eight Hours

P. D. DODS & Co., Montreal Toronto Vancouver



## "Another Announcement"

In the March 11th issue of **HARDWARE AND METAL** our Montreal House advised of their having opened a Branch in Winnipeg.

We now beg to announce that we have recently purchased the Paint Department of the Jas. Robertson Co., Limited, St. John, N.B., where we will manufacture certain of our goods, which can to better advantage be prepared there for New Brunswick trade, making St. John the centre of our operations for that Province.

This will enable us to give more prompt delivery of orders throughout both Provinces, as of late we have been taxed to our extremity in handling all Maritime business from Halifax.

We take this opportunity of calling attention to the superior quality of our Anchor and English brands of Liquid Paint, which occupy a unique position among the different brands on the Canadian market. They stand **alone at the top**, unrivalled for covering power, permanency of color and wearing qualities. The only white lead used in their manufacture is the best the world produces—**BRANDRAM'S B.B. GENUINE**—the standard for 187 years.

Our Mr. Ellis will continue to represent us in Nova Scotia and Prince Edward Island, assisted by Mr. M. C. McRobbie in New Brunswick, as at present, and orders given to any of our representatives or sent direct, will have our careful and prompt attention, whether they be sent to.

**HENDERSON & POTTS, Limited**

HALIFAX or ST. JOHN

**HENDERSON & POTTS CO., LIMITED**

MONTREAL or WINNIPEG

## Paint and Oil Markets

### Quebec.

Office of **HARDWARE AND METAL**,  
232 McGill street,  
Montreal, March 31, 1905.

**A** NOTEWORTHY characteristic of the trade this week is the receipt of large orders for ready-mixed paints and oils. Indeed, in spite of the earliness of the season merchants in some parts of the Dominion have found their stocks quite depleted, inasmuch that their orders call for immediate shipment, instead of waiting for a few weeks, when the cheaper freight rates will come into effect. Linseed oil continues to be a scarce article, and will in all probability remain so until the opening of navigation. At present there is an active inquiry and demand for turpentine. Prices have advanced one cent per gallon during the week. Large orders are being booked for white lead. Owing to the possibility of a change in the tariff, prices are not as steady as they might otherwise be. Although prices are fluctuating there is no cause at present to warrant a decline. It is rumored that large quantities are being held and concessions are difficult to obtain, indeed some grinders are demanding an additional 15 and 25c. per hundred pounds.

**Canadian Paris Green**—No change is noted in the price list. Trade is steady. We quote the following: Barrels, 15 1-4c; arsenic kegs, 15c; 50 and 100 lb. drums, 16c; 25 lb. drums, 16 1-2c; one pound packages 17c; half-pound packages, 19c; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c; arsenic kegs, 15 1-2c; 50 and 100 lb. drums, 16c; 25-lb. drums, 16 1-2c; one pound paper boxes, 17c; one pound tins, 18c; one-half pound paper boxes, 19c; one half-pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels 77c. per gallon; two to four barrels, 76c. per gallon. For smaller quantities than barrels 5c. extra per barrel is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment net thirty days.

**Linseed Oil**—Raw, one to four barrels, 45c.; five to nine barrels, 44c. Boiled, one to four barrels, 48c.; five to nine barrels, 47c.; f.o.b. Montreal, net thirty days.

**Dry White Lead**—\$4.50 in casks, and in kegs, \$4.75.

**Ground White Lead**—Best brands Government standards. \$4.60 to \$4.75; No. 1, \$4.35 to \$4.50; No. 2, \$4.10 to \$4.25; No. 3, \$3.77 1-2 to \$3.87 1-2; No. 4, \$3.40 to \$3.50, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c, in 100 lb kegs, 7 1-2c; No. 1 zinc, in casks, 6c, in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25-lb. iron, 7 1-2 to 10c.; No. 1, 6 1-4c.; No. 2, 5 1-4c.

**Putty**—Pure linseed oil 175 to 185. Bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c; 100-lb kegs, 7 1-2c; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100-lb kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs: No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—83-4 to 91-4c in wholesale lots, and 1-2c additional for small lots.

**Litharge**—Ground, in casks, 5c; in less quantities, 5 3-4c; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of **HARDWARE AND METAL**,  
10 Front street east.  
Toronto, March 31, 1905.

**G**ENERAL activity is reported in the trade in mixed paints and paint materials, large orders being received by the jobbers and shipments being rushed forward. White lead is decidedly firm, and an advance is expected shortly owing to the demand of lead smelters for an increased duty. The present price is considered low, with little margin allowed for dealers and manufacturers.

Linseed oil has been advanced two cents by most dealers, and the shortage of supply will allow the advance to hold firm. There are some exceptions to the advance, however, but the low stocks seem to be the best gauge. Turpentine is also firm, with an advance made by many dealers. A Belgian turp is being offered to the trade at about 60 cents, but it is an unknown quantity as yet.

The glass situation remains unchanged. The latest papers from Belgium report that the strikers are firm in their demands, while the manufacturers refuse to make any concessions.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2, \$4. No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c per lb extra will be charged for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs. \$4.50; ditto, in kegs of 100 lbs, \$4, \$4.75; No. 1, in casks of 500 lbs, \$4 to \$4.25, ditto in kegs of 100 lbs, \$4.50.

**White Zinc**—Genuine French V.M.,



# The A1 Tinned Food Choppers A★1 TRADE MARK

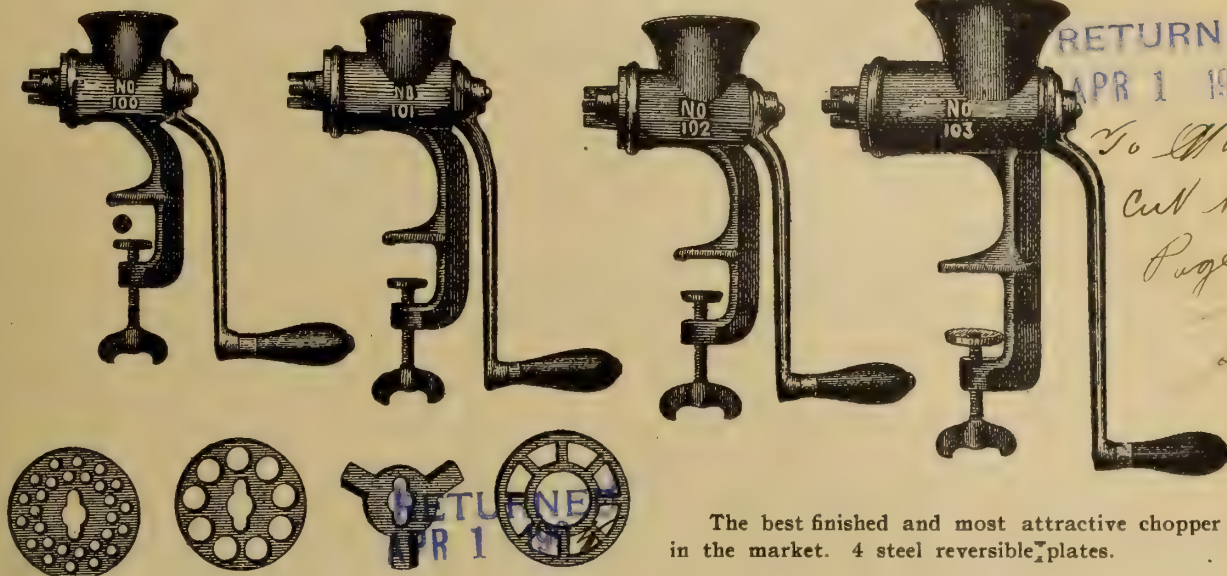
— IN 4 SIZES —

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No. 103



The best finished and most attractive chopper in the market. 4 steel reversible plates.

**F. W. LAMPOUGH & CO., Montreal**

## If You Buy

Varnishes	Paints
Japans	Colors
Lacquers	Glues
Stains	Bronzes
Fillers	Chamois
	Sponges

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LIMITED

**MONTREAL**

AGENTS FOR ASPINALL'S ENAMEL.

## The NAME **SKEDDEN**

—Look for it on your brushes—  
paint, scrub, kalsomine, and  
every other sort.

If it is not there, get brushes  
that bear it.

Skedden-made brushes are thor-  
oughly well-made—They never  
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PAINT FIRMS WHO DESIRE  
TO COPY THE WORDING AND  
STYLE OF THE ADVERTISE-  
MENTS OF THE **CANADA**  
**PAINT COMPANY** ARE WEL-  
COME TO DO SO, BUT, IN ALL  
FAIRNESS, THEY SHOULD  
STATE THE SOURCE FROM  
WHENCE THEY DERIVE  
THEIR INSPIRATION.

in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c per gallon.

**Paris White**—90c to \$1 per 100 lbs.

**Whiting**—60 to 65c per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotation is: Raw, 1 to 4 barrels, 47c. to 49c.; boiled, 50c. to 52c.; 5 to 9 barrels, raw, 46c. to 48c.; boiled, 50c. to 52c., Toronto, Hamilton, London, and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrels, 77 to 78c.; 2 to 4 barrels, 76c. to 77c.; 5 barrels and over, open, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c per gallon extra will be added, and for 5 gallon packages, 50c, and 10 gallon packages 80c will be charged.

**Paris Green**—600 lb bbls, 13 1-4c; 250 lb kegs, 13 1-2c; 50 lb drums, 14 1-2c; 1 lb packets, 15c.

**Glues**—Broken sheet, in 200 lb. bbls, 5 to 20c. per lb.; cabinet glue, in bbls, 11 1-2 to 12c; emery glue, in bbls, 15c.; bookbinders' ground, 11 1-2c; finest American white, 19c; No. 1 American white, 15c per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb kegs 25c extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c per gallon.

**Bridge Paints**—75c to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c per lb and 10c for single tins.

**Glass**—See current quotations at the end of this issue.

#### Window Glass.

##### MONTREAL.

Foreign conditions have a brighter aspect. More tanks are in operation, and although the strike is still in progress, more glass is being manufactured to-day than one month ago. Despite the small increase in the output, the supply is yet unequal to the demand, and many orders remain unfilled, and will do so for some time. This state of affairs compels shipments to be very uncertain. This, in other words, means that any person placing import orders cannot rely on the date for receiving stock. The home demand continues to increase, and the market at present has an upward tendency, although no material change has occurred during the past week. Possibly prices may be effected after the opening of navigation, but no decline of an appreciative character will occur till later on in the season, possibly during the arrival of Fall shipments. We quote

the following: First break, 50 feet, \$2.00; second break, \$2.10; first break, 100 feet, \$3.75; second break, 100 feet, \$3.95; third break, 100 feet, \$4.50; fourth break, 100 feet, \$4.75; fifth break, 100 feet, \$5; sixth break, 100 feet, \$5.50; seventh break, 100 feet, \$6.00; and eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

The discount from diamond glass is 10 per cent., and for double thick it is 25 per cent. Terms three months, and 2 per cent. discount thirty days.

#### Petroleum.

**Refined**—Trade continues normal, with no change in prices. We quote the following: Water white, 16 1-2c; Canadian prime white, 15c; American water white, 17 to 19c ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c; Tiona, \$1.54; South Lima, 90c; Somerset, 81c; Indiana, 88c; Canadian, \$1.35.

#### Dogfish Oil in B.C.

THE dogfish is very destructive to the salmon and halibut fishing industries on the Pacific coast. Its only commercial value is for oil, it being used extensively for this purpose, and being equal, if not superior, to the oil supplied to ships, both for lubricating and lighting purposes. On the coast of Oregon, Washington, and British Columbia, large numbers of dogfish are taken for the conversion of their livers into oil.

According to a report of the Commissioner of Fisheries of Canada, as early as 1876, about 60,000 gallons of dogfish oil were exported from Victoria, at a valuation of 40 cents per gallon. The present annual product is said to exceed 200,000 gallons. Dogfish livers are sold at the same rate as those of cod, viz., 25 to 30 cents per bucket of 2½ gallons. The yield of oil during August, September and October is about six quarts per bucket, but at other seasons it is much less. The oil is seldom kept apart from cod oil for currying purposes, and it sells for the same price per gallon. It is estimated that from 10,000 to 15,000 gallons of dogfish oil are prepared on the New England coast annually, nearly all of which is combined with cod oil and sold for currying.



Substitute for Linseed Oil in Linoleum.

TO replace linseed oil as a basis for linoleum, a mixture of alkali albuminate and caseate is proposed. ture of alkali albuminate and caseate. When used separately these compounds are unsuitable for the purpose in view, since the caseate is too soluble and the albuminate lacks agglutinant power; and, on the other hand, an alkaline base like lime cannot be used, the product being too brittle. The alkali caseate and albuminate are mixed together in equal proportions, or with a slight excess of the latter, and after incorporating the granulated cork, a small quantity of flowers of sulphur is added, the following proportions being typical: blood albumin, 50 to 80 parts; casein, 50; cork, leather scraps, etc., 20 to 40; flowers of sulphur, 2 to 6; soda lye, 5 to 15 parts. The resulting mass can be rolled, cast or applied directly to walls or floorings, etc., with a spatula. It is claimed that in all circumstances the product will stand hard wear and does not crack, being very elastic.

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Customs Brokers, Forwarding and Distributing Agents, Vancouver, B. C. Satisfactory service given.

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**GALVANIZING** ONT.  
ENGINE & PUMP CO. WIND  
TORONTO, ONT. LIMITED.

NICHOLSON FILE CO., (Dominion Works) Port Hope, Ont.  
**FILES and RASPS**



WARRANTED.

We manufacture 3,000 different styles and sizes.

Daily production 600 dozen.

Thirty-five years' experience.

Our files are sold by all prominent dealers throughout the Dominion.

**WALTER GROSE, Selling Agent, Montreal**

**McCaskill, Dougall & Co.**

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

**Get your GLUES from**

**The GROVE CHEMICAL CO., Limited**

Appley Bridge, Lane, England.

Our ordinary grades are better than ordinary, and we can supply special makes for special purposes. SCOTCH GLUES, BOX GLUES, COLOGNE GLUES for Paper Makers. Size of all kinds. Send your name for our printed matter

**SPRINGS**

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**SPECIALTIES IN TEMPERED STEEL**

SEND SAMPLES OR SPECIFICATIONS FOR PRICES.

**THE WALLACE-BARNES CO., BRISTOL, CONN.**



**PAGE METAL GATES**

3 feet wide, 4 feet high including hinges and latch .....\$2.25

10 feet wide, 4 feet high, including hinges and latch ..... 5.25

Other sizes in proportion.

Supplied

by us or

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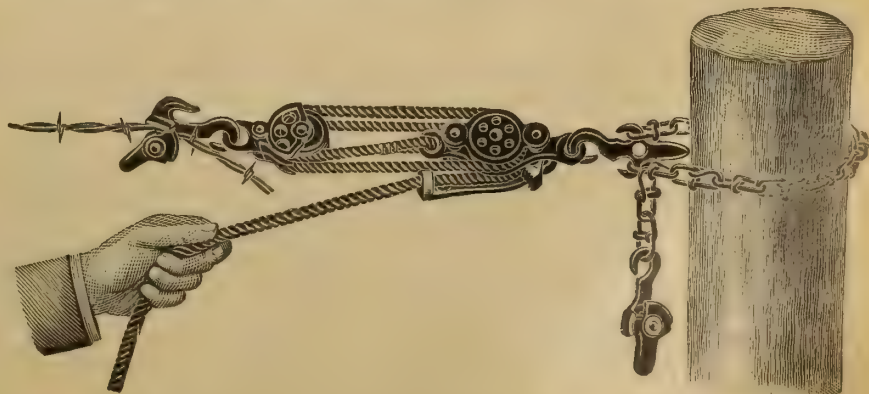
207

**THE PAGE WIRE FENCE CO. LIMITED, Walkerville, Montreal, Toronto, Winnipeg, St. John**

**THIS IS THE  
OLD STAND-BY**

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



**WILCOX MFG. CO. OF ONTARIO, Limited**



We make Electric Fixtures, Sockets, and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

## PROOF AGAINST FIRE.

THE employment of expanded steel for lathing purposes in preference to the inflammable wooden lath in all classes of buildings from the workman's humble cottage to the imposing sky-scrapers that adorn our city streets, will in a few months be an assured fact.

Practical science and inventive genius have reached that stage in the manufacture of the steel substitute and improvement that whereas it could not be heretofore made to sell at a price that enabled it to be generally employed in any but the most expensive structures,

and a permanency of work that cannot, and has not heretofore, been possible with other material.

This steel fabric being practically imbedded in its own preservative (lime is a protection to steel) it will remain effective and perfect as long as the building in which it is used.

There seems to be an impression abroad that it takes much more material than wooden lath, but this is not the case, because while more material may pass through the mesh, much less material is required on the face, ordinary two-coat work being sufficient in any case to produce efficiency, whereas

metal lathing, now that the price has decreased over 50 per cent., is becoming general.

Among the buildings now in course of construction in which expanded steel lathing is employed are: Royal Victoria Hospital, Montreal Maternity Hospital, St. Laurent Convent, New Court House, Stratheona Hall, McGill University, McGill College Union, Protestant Public Schools, St. Louis Town Post Office, Merchants Bank of Canada (branch), Bank of Montreal (branch), City & District Savings Bank (branch), Metropolitan Bank, Coristine Building, Mussen Building, Ecker's Brewery, J. M. Aird's Bakery, Sovereign Bank Building and M. A. A. Building.

The Royal Victoria Hospital was built fourteen years ago when metal lathing was in its infancy, and at that time generally unknown. The architects, although approached, not feeling justified in making so radical a departure from old methods, decided to use wooden lath. In January last the Administration Building was partially destroyed by fire. In reconstruction, the governors, realizing the absolute necessity of absolute fire-proof construction, decided to remove all the wooden laths in the building and substitute for same "Perfect Expanded Metal Lath."

This is testimony sufficient to assure its uses in all subsequent buildings of a like nature.



Royal Victoria Hospital, Montreal.

it is now on the market at 10 cents per square yard, which is so close to the price of wooden laths that only the most sceptical and prejudiced will hesitate to give it a preference.

Expanded steel is produced by slitting a narrow sheet of the finest quality of sheet steels and expanding it to three or four times its original width, by this process producing a fabric of steel and a mesh of 3-8 inch by 1-2 inch. Through this mesh the mortar passes and forms as complete a bond behind the lath as upon the face, assuring an absolute key

in the use of wooden lath three-coat work is absolutely necessary on account of the sap straining through the composition and spoiling what would otherwise be a good job. Another feature of superiority of the steel fabric is that it is vermin-proof, and builders of grain elevators, store-houses for flour, grain, etc., bakehouses, and similar structures were quick to recognize this and employ it exclusively for their purposes.

The City of Montreal has caught the fire-proof fever owing to demands of the fire underwriters, and the use of

## AN INDUSTRY BEING STRANGLING.

Editor Hardware and Metal,—Referring to your issue of Hardware and Metal of March 11, we must say we are particularly well pleased with the article under the heading of "Crisis in the Binder Twine Industry."

It certainly is very much to the point and covers the ground completely. The Canadian manufacturers are presenting a petition to-day, backed up by a representative deputation of the different Canadian concerns, and our case is such

TURNED  
PR 1 1905  
Owner  
Book 32  
Page 50



a strong one that we shall be more than disappointed if the Government does not take some action. The sum and substance of the whole business is that unless something is done to shut out this most unfair American competition, every Canadian factory manufacturing binder twine exclusively, will be forced out of the business.

We are so well pleased with your comments on the situation, that we are having the same printed in circular form, as an extract from Hardware and Metal, and distributed to all our customers.

Doubtless the Canadian manufacturers all appreciate, as we do, the assistance and influence any articles you publish in your trade paper would have with the hardware merchants and the dealers, who have not given Canadian-manufactured twine the preference.

Yours very truly,

The Brantford Cordage Co., Limited.

C. L. Messecar, General Manager.

Brantford, March 22, 1905.

#### MORE COMPETITION FOR THE RUBBER FOOTWEAR MANUFACTURERS.

An item which should be of interest to the Canadian manufacturers of rubber footwear is the advent of a new and serious competition, in the Hood Rubber Co., of Boston. The fact that this company is rated as being one of the largest makers of rubber footwear on this continent, alone gives ample reason for the unusual interest displayed. Warehouse and office compartments have been secured at No. 25 St. Antoine street, Montreal, where a complete stock of their "Old Colony Brand" of footwear will be carried.

#### LARGE CONTRACT FOR FIRE HOSE

At the last meeting of the Montreal Municipal Council, the tender of The Canadian Rubber Company, of Montreal, to supply the municipality with 5,000 feet of their famous "Keystone" hose at 85c. per foot was accepted. This was in competition with other brands of hose, some of which were considerably cheaper in price, but the council justified their action by stating that they felt bound to accept the tender of The Canadian Rubber Company of Montreal, on account of the known superiority of "Keystone" over other makes of hose. The municipalities of Revelstoke and Greenwood in British Columbia have also recently closed contracts with The Canadian Rubber Company of Montreal, for "Keystone" fire hose, and the City of New Westminster has purchased this season's requirements in hose of the same brand.

OUR AGENTS

**MESSRS. WAYLAND, WILLIAMS & DADSON**

28 BOARD OF TRADE BUILDINGS, MONTREAL

are carrying a stock of our goods and will be pleased to have your inquiries for Hex. and Square Cap Screws, Square Head Set Screws, Bright Washers, and Bright and finished Hex. Nuts. The quality is right, and we can give you good deliveries.

**ACME LATHE & PRODUCTS CO., LTD.**

MANCHESTER.

## Clauss Brand

**Fancy Oxidized Embroidery Scissors**

**FULLY WARRANTED**

Hand forged from finest steel. Pressed handles hardened in water.

Full crocus finish. Finely oxidized and nickel-plated

**CLAUSS SHEAR CO.,** 169 Spadina Ave., TORONTO, ONT.

I. A. TOBIAS, Canadian Agent.



## H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING

**12, 16 and 20 Gauge  
Steel and Twist Barrels**

Superior in Design, Workmanship and Finish, and the most popular Gun on the Market.

Simplest  
"Take Down"  
Gun Made



HARRINGTON & RICHARDSON ARMS CO.

Also makers of H. & R. Revolvers.

Catalog on request. Worcester, Mass., U.S.A.

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NO. 1  
STAR  
SPECIAL  
HERCULES  
METALLIC  
IMPERIAL

THE  
QUALITY & PRICE TO SUIT  
ALL GRADES OF WORK

**CANADA METAL CO.**

WILLIAM ST., TORONTO. TELEPHONE MAIN 1729.

**BUY DIRECT AND SAVE MONEY**

**COLD PRESSED NUTS**

Finished, Semi-Finished, Case-Hardened, Polished, Plated, etc.

CAP SCREWS  
SET SCREWS

THUMB SCREWS  
MACHINE SCREWS

Special Discounts to the Trade.

**CANADA FOUNDRY COMPANY, Limited**

HEAD OFFICE AND WORKS: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Calgary, Vancouver, Rossland.



# STOVES AND TINWARE.

## Danish Detinning Process.

THE Bergse process for the recovery of tin from tin cans is stated in a recent number of The Electrical Review to have been used in Copenhagen, Denmark, for the past two years. It is claimed that not only the tin in the tinning is recovered, but also the solder. The cans are worked without cleaning; a hole is cut into their bottoms, and they are thrown into baskets of iron wire, where they remain during detinning. A separation is made of the lacquered and unlacquered cans. This separation and perforation as done by hand costs about \$1 per ton. The baskets are then placed in the detinning tanks, which are arranged in such a manner that the dissolving solution flows through them in succession. The solution consists of a solution of chloride of tin (stannic chloride) and contains about 2 per cent. of tin. This solution removes the tin and forms stannous chloride, the solution becoming stronger during its passage from tank to tank.

The detinning of 10 tons of cans per 24 hours requires a capacity of 3,500 cubic feet of tanks. The leaching liquid is stated to remain fit for use during a period of three or four months, after which time it has to be rejected, as it then contains a considerable amount of iron. The amount of iron which goes into solution is given as about 20 per

cent. of the weight of tin gained. The tin solution is made by the leaching of scrap with the addition of oxidizing substances or by dissolving old tin in acid. All the dirt from the cans gathers on the bottom of the tanks.

The enriched stannous chloride solution is pumped from the last tank by means of a small brass pump and is distributed to the electrolytic cells, through which it flows. The anodes used in the cells are insoluble and the stannous chloride is split up into tin and chlorine, the tin falling down to the bottom of the tanks, while the chlorine liberated at the anode converts the stannous chloride there again into stannic chloride, the reaction being the reverse from that taking place in the leaching tanks. The tin is precipitated in small crystalline prisms about 3-16 inch long. The stannic chloride flows back again to the leaching tanks, thus completing the cycle of operations. The current used is stated to amount to 47 kilowatts, or 65 electric horse-power, per ton of tin, and the latter is mechanically removed from the bottom of the electrolyzing tanks by means of a scraper run by machinery. All the solder touched by the liquid is claimed to be removed, only a grayish residue of chloride of lead being left. The process is carried out at ordinary temperatures, at about 70 degrees F., heating being necessary only during Winter. During electrolysis no ferric chloride is said to be found when the quantity of tin is sufficiently great. It will only appear when the amount of tin is lowered to a certain degree, but this is easily prevented by increasing the amount of tin.

The detinned iron is used by cement copper works and brings a good price, as it is better than other scrap, on account of its being free from rust.

## Notes and Suggestions.

Take that heater out of the window and put in a cook. Put it with the side towards the front and open the oven door. Put small placards over it showing the good points. For instance, hang a card to the oven-door opener marking it "this opens the oven door easily." In the oven put a card saying "Note the size of this oven." One attached to the damper could say "This damper perfectly controls the heat of the oven," etc. Show the nested lid and all the other special features of the stove.

Among recent discoveries of tin ore is that at Tinton, in Lawrence County, South Dakota, near the Wyoming boundary. The cassiterite is found in a granite rock, which intrudes among mica and horn-blende schists; the tin-bearing pegmatite is 245 ft. thick, and of this thickness 104 ft. is said to contain 0.69 per cent.

Stove polish is a little thing, but it is one of the little things that counts. See that your line of polish, brushes, mitts, etc., is full and right at the front.

Make up your mind to sell twice as many stoves this Spring as you did last. If you do not reach that number you will probably increase your trade materially, anyway.

A furnace on the display floor is a good thing. It is much easier to interest a man with the furnace before him than it is when you have to depend upon catalogues, pictures, etc.

## NEW RETAIL STORE.

Messrs. C. M. Cutts & Co., Toronto Junction, who are well known to the readers of Hardware and Metal through their advertisement of metallic window screens and patent ash sifts, are about to erect a new store and factory at the corner of Pacific avenue and Dundas street, Toronto Junction. Their store will be up to date and will have every convenience to show off goods to the best advantage. It will be quite wide, and will have showcases at the sides as well as one down the centre. They will also have patent shelf boxes along each side of the store.

They will carry a full stock of the best hardware and will also have a department and showroom for their stoves.



## SOLARINE

—A—  
GREAT POLISH  
FOR METALS.

If you don't know it, it will pay you to write for information.

H. F. FALKNER, Sales Agent.  
60 George St., TORONTO

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Cansisters  
**'WELLINGTON'**  
**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**  
MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:

**JOHN FORMAN, 644 Craig Street**  
**MONTREAL.**

## Progressive Tinware Manufacturers.

A plant, far in advance of their former building from the standpoint of both convenience and appearance, has been erected by the A. Aubry & Fils., manufacturers of tin and graniteware. This company originated in the year 1874, and since the beginning, have steadily advanced, until to-day their wares are recognized not only by the majority of the French population, but a good portion of the English-speaking merchants. Their new manufacturing building has been erected at No. 600 Delorimier avenue, Montreal, and is so



## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Don't book your order for Lantens until you see our improved **COLD BLAST LANTERN** and get our prices for 1905. We lead, others follow.  
**E. T. WRIGHT & CO. - HAMILTON, ONT.**



This design a guarantee of quality

## WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH  
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND  
PRICES FOR  
THE ASKING.

**CANADA PAPER Co.**  
TORONTO LIMITED MONTREAL

## TERNE AND CANADA PLATE

"DEAN"

"PHOENIX"

(Gal'd)

## BLACK SHEETS

FOR IMPORT

LOWEST PRICES

**J. A. HENDERSON, MONTREAL**

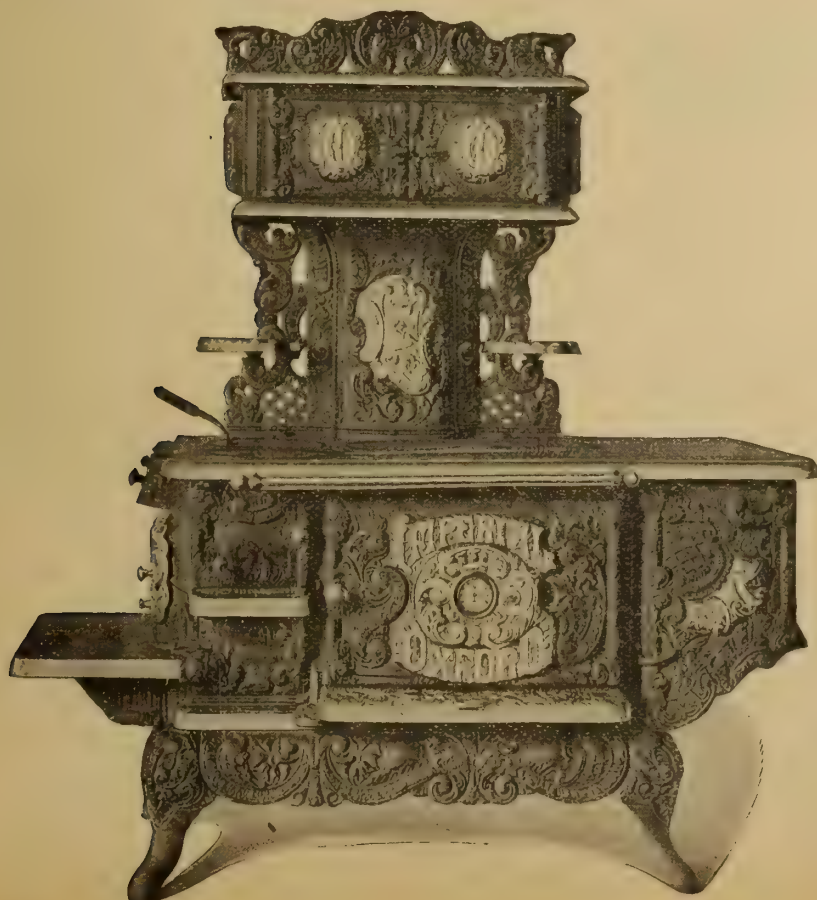
## ARE YOU NEXT TO CUTTS?

What about

## Window Screens

for the season just at hand? You surely aren't going to sell the common wood article when you can have Cutts' ALL-METAL Screen at no more money. Circular to you for a post card.

**C. M. CUTTS CO.,** Sole Makers, Toronto Junction, Ont.



The range-buyer wants to know why he should buy a special make of range before he pays his good money. He is not going to take anyone's say so, he wants to see for himself. The

## Imperial Oxford Range

has more exclusive features than any other range. Each one of these features makes the perfect management of the range easier. You can quickly demonstrate why the special construction of the Imperial Oxford makes it the best baking and cooking range on the market.

Write us for full particulars.

**The Gurney Foundry Co., Limited**

TORONTO WINNIPEG VANCOUVER

CORRESPONDENTS:

The Gurney-Massey Co., Limited, Montreal, Que.;  
The Gurney Standard Metal Co., Limited, Calgary, Alta.



# BUILDING AND CONSTRUCTION

## Building Notes.

The Holy Trinity Church, Winnipeg, is to build a rectory.

J. Scarth, Winnipeg, is erecting a number of cottages.

Elm Creek, Man., is to have a new school to cost \$10,000.

A large saw mill is being erected at Maniwaki, near Ottawa.

The Bell Telephone Co. will erect a new central office at Brantford.

The National Supply Co. are erecting a large warehouse at Winnipeg.

The B. C. Wire Nail Co. have purchased a site for their new factory.

W. Armstrong will erect a residence on Telfer street, Winnipeg, this Spring.

Scott & Stratton, Stonewall, Man., are to manufacture cement building blocks.

George T. Marks will erect two fine business blocks at Port Arthur this year.

The Peterboro Lock Co. are calling for tenders for the erection of factory buildings.

The Walkerville School Board is calling for tenders for a new 15-roomed school.

A company with \$2,000,000 capital is to build a new bridge over the Niagara River.

Ald. Allen will erect a brick dwelling on Mary street, Hamilton, to cost \$2,000.

Parr & Fee, Vancouver, have secured a permit to construct a business block to cost \$20,000.

A new flour mill will be erected at Gainsboro, N.W.T., by H. D. Cameron and James Mawdsley.

Fire brick and sewer pipe will be manufactured at Vancouver shortly. J. C. Maclure is pushing the enterprise.

A permit was issued this week to Geo. F. Webb for four brick houses, to cost \$4,400, on Wellington street, Hamilton.

A new hotel, to be called the Windsor Annex, and to cost in the neighbourhood of \$1,500,000, will be erected in Montreal.

Oldfield & Gardner, Winnipeg, will erect a modern five-storey apartment block of solid brick and stone to cost \$125,000.

G. J. Lonergan will build a house at Buckingham, Que. It will be constructed of cement blocks, and will cost \$5,000.

H. H. New, a Boston architect, now in Winnipeg, is preparing plans for a large apartment block which will be

located near Broadway. It will have a frontage of 50 feet with a depth of 100 feet, and will contain 68 rooms. The cost will be \$70,000.

A structure costing in the neighbourhood of \$15,000 will be erected at the corner of Gosford and Craig streets, Montreal.

A cement block factory is being established on York street, London. Two thousand dollars worth of machinery has been ordered.

A. and W. Melville, Winnipeg, are asking for tenders for a new four-story apartment block and a frame residence for F. Ashford.

W. A. Edwards & Son, Hamilton, will erect a brick store at the corner of Cheever and Barton streets for F. Behm, to cost \$2,900.

John C. Green & Co., London, have applied for a permit to erect a large warehouse, costing \$45,000, on the north side of Wellington street, between York and Bay streets, Toronto.

A. E. & Roy Barrett, Seattle, have secured the contract for the erection of the new C. P. R. hotel at Victoria, B.C. The price is just under \$500,000. The foundation is nearly completed.

The Eureka Coal & Brick Co., Estevan, Man., are making extensive preparations for the season's work. The foundations are being built for five new kilns, each of which will be of 250,000 brick capacity.

Webber Bessey, Hamilton, will build a \$2,000 brick house on Bold street, Walter Buckbee will put up an \$1,800 house on Erie avenue, and James Duffon will build a \$2,100 house for Arch. Martin on Mary street.

Thomas Collins, Montreal, has been issued building permits for the erection of a \$16,000 row of eight houses on Hutchison street. The building will be of stone and will contain twenty-four flats. As an indication of the revival in the building trade in Montreal this week, eighteen permits, nearly all for tenements, were issued in two days.

The Minerva Manufacturing Co., Toronto, will erect a modern \$80,000 warehouse and office building near Spadina avenue and King street in the near future, to be built of concrete and Roman stone, equipped with dining-room, reading-room and library for the employees. The Traders' Bank has leased

the lower floors of the Minerva building for fifteen months, preparatory to occupying new quarters, when built, in a fifteen-storey skyscraper, if permission is secured.

## Building Permits.

### TORONTO.

W. T. Rolling, dwelling, 40 Wellesley street, \$3,800.

M. J. Sage, dance hall, 249 College street, \$2,900.

R. Matthews, dwelling, 55 Galt avenue, \$1,200.

G. F. Haworth, dwelling, 20 Maple avenue, \$6,000.

G. J. Woods, dwelling, 754 Broadview avenue, \$1,500.

C. J. Lowrey, dwelling, 425 Pape avenue, \$1,500.

H. Hutson, dwellings, south side Bernard avenue, \$8,000.

George Phillips, dwellings, 33 to 39 Major street, \$10,000.

Joseph Harrison, dwelling, 633 Palmerston avenue, \$4,000.

Dr. Thomas Butler, residence, 568 Manning avenue, \$2,400.

A. Nelson, dwellings, Manning avenue, near Ulster street, \$4,500.

J. A. Harvey, dwellings, Euclid avenue, near Bloor street, \$13,000.

W. T. Witheridge, dwellings, 225 and 227 Gore Vale avenue, \$3,400.

H. Whitmore, dwelling, Nanton Crescent, near Elm avenue, \$2,800.

J. Powers, dwellings, College street, near Gladstone avenue, \$4,500.

W. B. Charlton, dwelling, Close avenue, near King street, \$3,500.

James Kerr, dwellings, 1,019, 1,021 and 1,023 Queen street east, \$5,000.

Mrs. Allen, dwellings, near Mark street, on Defries street, \$4,100.

Joseph A. Gould, dwelling, near Bloor street, on Russett avenue, \$1,600.

Henry McSherry, dwellings, near Pape avenue, on Dagmar avenue, \$3,000.

M. F. McDonald, dwellings, Beatty avenue, near Queen street, \$4,000.

R. T. Greenless, dwellings, near Gerard street, on Leslie street, \$3,000.

John J. Brennan, residence, corner of Shaw and Arthur streets, \$3,000.

Wickens & Co., dwellings, Dovercourt road, near Shanley street, \$2,000.

A. L. Johnston, dwellings, Palmerston avenue, near Ulster street, \$9,000.

F. J. Lightborn, alterations to residence, 22 South Drive avenue, \$3,000.

B. H. Morehouse, dwellings, corner of



# "DOMINION BRAND" ROOFING PITCH TARRED FELT COAL - TAR (THE OLD RELIABLE QUICK SELLER)

WHEN YOUR  
TRADE DEMANDS

## THE BEST

ROOFING  
MATERIALS

CONSULT THE WELL-KNOWN MANUFACTURERS

### LOCKERBY & McCOMB, 65 Shannon St., Montreal

## Steel Roofing and Siding, \$2.00 per 100 Sq. Ft.

Painted red on both sides. Most durable and economical covering for **Roofing or Siding, for Residences, Houses, Barns, Elevators, Stores, Churches, Poultry Houses, Cribbs, etc.** Easier to lay and will last longer than any other covering. Cheaper than wood shingles or slate. No experience necessary. A hammer and snips are the only tools required. It is semi-hardened high grade steel. **Brick or Stone Siding at \$2.00 per 100 Square Feet. Pedlar's Patent Steel Shingles at \$2.50 per 100 Square Feet.** Also **Corrugated Iron, Painted or Galvanized, in sheets 96 inches long. Beaded and Embossed Ceilings. V Crimped Roofing.** 2000 designs of Roofing, Siding and Ceilings in all grades. Thousands of buildings through the Dominion covered with our Sheet Metal Goods making them

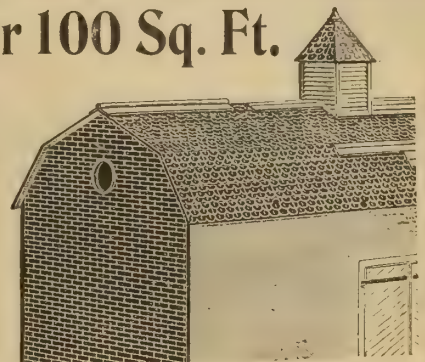
### FIRE, WATER AND LIGHTNING PROOF.

Send in your order for as many squares (10 x 10 feet) as you require to cover your new or old building. The very best roofing for this climate. We can supply **Eave Trough, all sizes, Corrugated or Plain Round, Conductor Pipes, Shoes, Elbows, Spikes, Tubes.**

All goods shipped day after order is received. We are the largest concern of the kind under the British Flag. Established 1861. Capital Invested \$150,000.00.

**PEDLAR PEOPLE, OSHAWA, ONTARIO, CANADA.**

Eastern Warehouse—767 Craig St., Montreal, Quebec.



### STREET PAVING and SIDEWALKS a SPECIALTY

## SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office:

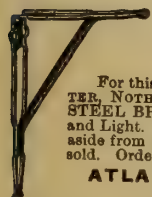
**Ingersoll, Ontario.**

Walter Mills, General Manager

Ask for quotations for

Septic Tanks.

Water Proof Floors for  
Malt Houses, Breweries,  
Slaughter Houses,  
Cheese Factories, Cellar,  
Stable Floors, etc



## Will Hold Up a Shelf!

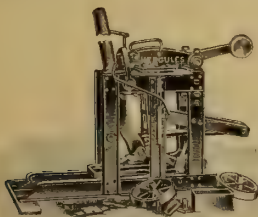
That's what a shelf bracket is for.

For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET.** It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

**ATLAS MFG. CO.,**

New Haven, Conn., U.S.A.

## Bricks! Bricks! Bricks!



If you know of anyone intending to make bricks, induce him to use one of our

**Hercules Handpower Press**

IT WILL PAY YOU

No previous experience needed.

**BOSSON BROS., Engineers**

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**BRUSSELS (Belgium)**

Cable Address "FORWARD BRUSSELS."  
Indents through European merchants.

# GET OUT

among your customers during the fine Spring weather and learn their needs and intentions. Some will want new Roofing, others Siding, while almost all others can be induced to try a new Metal Ceiling about house-cleaning time. For all new buildings advocate Metal goods, particularly for Roofing. If you are a good talker, you can easily convince any one that they are guilty of criminal negligence by creating a fire trap, in putting wooden shingles on their roof. Burning Shingles spread fire more easily than any other part of the building. Also point out the protection afforded from lightning by living in a Metal-covered Building. If you go about it properly, you can sell any amount of Metal Goods, and do your customers a great benefit. Teach them to be up-to-date. Our Spanish Tile makes a splendid roof of striking appearance for houses, while our Safe Lock Shingle and Corrugated Sheets are in most demand for barns and out buildings. Write us about prospects and perhaps we can make some suggestions to your advantage.

Have you our **CUT** prices?

New Catalogue will be ready in a few days.

## Metal Shingle & Siding Co., Limited

**Preston, Ont.**

**WESTERN AGENCY, Ellis & Grogan, Calgary.**

**MANITOBA AGENCY, Clare & Brockest, Winnipeg.**

**MONTREAL AGENCY, J. B. Dagenais, 953 St. James St.**



St. Clarens avenue and College street, \$15,000.

\*James Keens, dwellings, Bernard avenue, near St. George street, \$4,000.

William Scanlon, dwelling, brick front, rear of 46 West Lodge avenue, \$1,600.

D. G. Chestnut, dwelling, near Cluny avenue, on Chestnut Park road, \$5,500.

John Drummer, dwellings, near Dupont street, on Albany avenue, \$5,600.

Worthey Pinkerton, dwellings, near College street, on Grace street, \$4,500.

Mrs. John B. Murphy, addition to dwelling, 85 Bloor street east, \$4,000.

George H. Gooderham, alterations to building, 24 Temperance street, \$20,000.

F. H. Richardson, dwellings, Victor avenue, near Broadview avenue, \$4,000.

J. S. Van Camp & Son, dwellings, Logan avenue, near First avenue, \$3,500.

F. B. Poucher, dwellings, Sparkhall avenue, near Broadview avenue, \$13,500.

North American Land Co., dwellings, Euclid avenue, near Bloor street, \$8,000.

Wilbert G. Price, dwelling, near Shaw street, on Melville avenue, \$1,000.

Thomas McCarlie, dwelling, near Royce avenue, on Symington avenue, \$1,300.

W. O. McTaggart, dwellings, near Shanley street, on Dovercourt road, \$6,000.

## The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

Manufacturers of the celebrated **"Saugeen Brand"** OF PORTLAND CEMENT.

Prices on application.

## "THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

**CHARLES D. PHILLIPS,**

Cables—Emlyn Engineering Works  
"Machinery," Newport. NEWPORT, MON., ENGLAND

## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

**W. NEWMAN & SONS, Birmingham.**

### A PERMANENT and Handsome Roof.



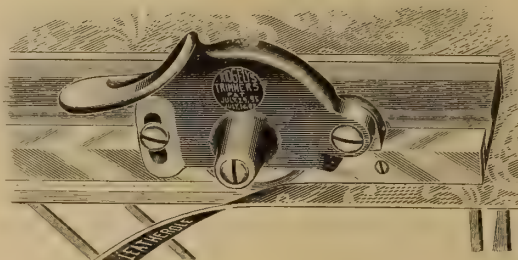
## Arrow Brand Asphalt Ready Roofing

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

**A. G. JENKING & CO, Sole Agents,**  
Room 215 Coristine Building, - MONTREAL.

Sole agents being appointed in each district. Write to-day.

## RIDGELY'S WALL PAPER TRIMMER



Cuts more paper in a day than can be done with shears in six.

We are selling hundreds of them to the trade in Canada and have been for years.

Try a small order. **We guarantee them.**

**THE RIDGELY TRIMMER CO.,**

Manufacturers,

Paper Hangers' Supplies,  
SPRINGFIELD, OHIO, U.S.A.

Send for Catalogue.

How you  
can sell

Your competitor is the man who sells wood lath, of course.

**PERFECT**

**METAL**

**LATH**

Wood lath costs just about as much as PERFECT Metal Lath, i.e., put on. It is a tedious job. The plaster doesn't "key" on wood lath perfectly—can't, so soon or late it falls off. The sap-stain of wood lath is objectionable. It is not fire-proof—a serious short-coming.

You do not make a cent out of any job using wood lath—that is on the lath.

You can make a tidy sum on the lathing contract if you can get our PERFECT METAL LATH specified.

We'll help any dealer get our lath specified. Send us the names of people—farmers, citizens and others, building or planning to build, and we'll get after them—in your name.

Sample booklet free.

## THE PEDLAR PEOPLE

OSHAWA - Ont.

Eastern Warehouse, 767 Craig Street, Montreal.

### Are you delaying

the giving of that order for a new Awning? It won't please you, perhaps, to find later on when you take the matter up, that your delay will react upon yourself.

## Order the Awning Now

—Send in for a quotation if you have not done so already. Be sure to provide measurements.

**WM. BARTLETT & SON, 16 ADELAIDE ST. W., TORONTO**



The 50-foot awning we made for Ryrie Bros.

We make Awnings of all sizes for all purposes. Quotations cheerfully furnished. We make good awnings. We do not cater to the cheapest trade. We are proud of every awning we make and guarantee satisfaction.



# Toronto Rubber Roofing

**WEATHER-PROOF,  
ROT-PROOF,  
FIRE-PROOF.**

**Send for  
Samples**

**A VERY  
SALABLE  
ARTICLE**

**Best Prices  
to Trade**

All material complete in each Roll.

**LUXFER PRISM CO., LTD., 100 KING ST. W., TORONTO.**

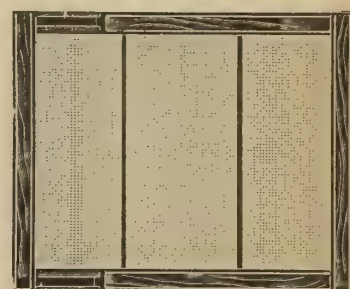


WE ARE PRODUCING THE  
LATEST AND BEST DESIGNS IN  
**Refrigerators, Screen  
Doors and Windows**

Send for our catalogue which tells all about them.

IT WILL PAY YOU.

**THE SANDERSON-HAROLD CO.,**  
PARIS, - ONT. Limited



**Perfection  
Window Screen.**

# MAXIMUM LIGHT GLASS

**HARDWARE DEALERS,** and others: MAXIMUM LIGHT GLASS is an English product and we are sole Canadian Agents. In England it has been installed in, or by

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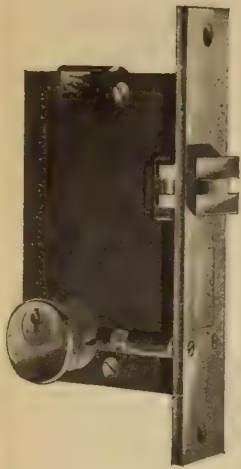
Corporation of London.  
St. Jude's Schools.  
National Telephone Co., Limited.  
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And scores of other buildings  
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commercial character.

WE SEND A SAMPLE AND BOOKLET FREE ON REQUEST.

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**

Glass Importers and Manufacturers





# GURNEY CYLINDER LOCKS



**W**ILL you believe us when we tell you that these locks of ours are the equal, if not the superior, of any high-grade imported locks? They are unquestionably the best locks made in Canada, and their price is decidedly in their favor. Have you our Catalogue? If not, send for it—free.

**THE GURNEY, TILDEN CO., Limited**  
**HAMILTON**

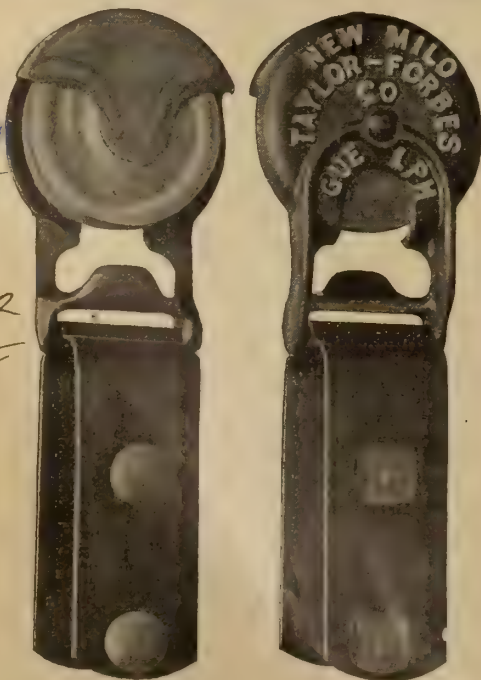
**BRANCHES:**

Winnipeg—Tilden, Gurney & Co., Limited  
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**AGENCIES:**

Montreal—Nicoll & Barr, 35 St. Peter St.  
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## New Milo Flexible Barn Door Hanger



A flexible hanger; impossible to throw it off the track. Made from Malleable Iron, with wrought iron strips and roller bearing. Every hanger is guaranteed to be perfect as to quality and construction.

Prices on the New Milo will interest you.

Sold by

**KENNEDY HARDWARE CO'Y**

Colborne Street, TORONTO.

Manufactured by

**Taylor-Forbes Co'y, Limited**

GUELPH.

The largest Manufacturers of Hardware in Canada.



# INDUSTRIAL GOSSIP

**HARDWARE AND METAL** would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

**B** ROCKVILLE has granted a loan of \$30,000 to the Canada Carriage Co. and a site and exemption to the D. H. Burrell Co., of Little Falls, N.Y.

The Colonial Ink Co., Peterboro, will remove to Hamilton.

A mineral water factory is being established at Regina by T. Watt.

The Deere & Mansur Co., Moline, Ill., may establish an implement factory at Stratford.

Port Arthur has passed a money by-law bonusing the new blast furnace to be established there.

The proposed electric railway between Hamilton, Galt and Guelph will not be gone on with at present.

Toronto capitalists are behind a scheme to erect a large power plant at Eugenia Falls in Grey County.

The town of Durham will grant a loan to the Durham Furniture Co. to aid in rebuilding their burned factory.

The Gall Petroleum and Chemical Co., Mont Tremblant, Quebec, are erecting a plant to manufacture wood alcohol.

A company with \$100,000 capital will erect a bridge across the Rainy River from Fort Frances to International Falls, Minn.

The Norris Implement Co. have purchased a site in Winnipeg and will erect a factory to manufacture threshermen's supplies.

Toronto and Montreal capitalists have purchased the interests of Mr. David Russell in the Lake of the Woods Milling Co. for \$1,800,000.

New York and Pennsylvania capitalists have decided to build a factory for the new Canadian Shovel and Tool Co., of Hamilton, which has been organized with a capital of \$250,000.

Representatives of the United States Steel Corporation are taking a trip through Western Ontario with the object of locating a big steel plant in Canada. Amongst the places being considered are Port Colborne, Tillsonburg, Port Burwell, St. Thomas, Rondeau and Walkerville.

The billet mill of the Dominion Iron and Steel Co. was closed down on March 23 for the purpose of affecting repairs to its foundation, which has been found to be sinking and getting out of plumb on account of heavy frost. This will also necessitate the closing down of the rod mill and will take two or three weeks before repair work is completed.

The St. Mary's Falls Paper Company, with a capital of \$100,000, has been organized at St. Ste. Marie, Mich. B. J. Clergue of the Ontario Soo holds a majority of the stock. A mammoth mill, employing a large number of men, will be built early this coming Summer. Only print paper will be manufactured. It will handle all the pulp from the Canadian Soo pulp mill.

The Union Drawn Steel Company, of Beaver Falls, Pa., is closely connected with the new Canadian Drawn Steel Company which is establishing large

works at Hamilton. A site has been secured and the main building, which will be constructed of steel and brick, will be 325x60 feet. A full line of polished steel shafting, shapes of all kinds, as well as finished forgings, castings, etc., will be manufactured.

J. M. Campbell, of Kingston, is engineer of the new electric railway at Edmonton, Alberta. He has awarded most of the tenders, and the work will be begun in a few weeks. It will extend from three to five miles, and include a number of neighboring villages. The cost for rails and ballast will be \$15,000 a mile. For machinery for the power house alone without counting the building, \$16,000 will be required. The road will be running by Sept. 1.

Maritime Boards of Trade are urging the Dominion Government to grant a bonus on a tonnage basis to promote the steel shipbuilding industry in Canada. Five dollars per ton bonus is asked for. A company has been organized in Halifax to establish a steel shipyard, and if the Dominion Government grant a liberal bonus the industry promises to be established at an early date. The City of Halifax and the Nova Scotia Government are each prepared to grant \$100,000 subsidy.

The Ontario Wind Engine and Pump Co. are opening a branch at Montreal, having leased a large, commodious warehouse and office, where the requirements of their Quebec patrons will be more thoroughly attended to. They were successful tenderers for a 75,000-gallon steel water tank on steel tower 105 ft. high, to be erected for the new factory of the Canada Car Co., Montreal, and which has to be completed by June 3rd. With their Montreal and Winnipeg branches, in addition to the Toronto head office, they should be in a position to take care of all the trade placed in their hands.

## COMPANIES INCORPORATED.

Detroit & Dominion Oil Co., of Arizona, granted power to do business in Ontario with A. R. Bartlett, of Windsor, as the company's attorney.

Pittsburg Gold Dredging Co., Limited, Peterboro, share capital \$300,000, purpose to develop mining properties. The directors are: W. Hamilton, M. Smith, A. O. Kidd, J. C. Smith and W. H. Munro, all of Peterboro.

Western Development Co., Ltd., Toronto, share capital \$1,000,000, purpose to do general developing work. The directors are J. W. Mitchell, R. Armstrong, A. L. Malone, H. M. Asling, and C. W. Fleming, all of Toronto.

Brampton Press Brick Co., Brampton, share capital \$50,000, purpose to manufacture brick, cement, etc. The directors are: W. J. Packham, R. J. Packham, J. Packham, J. MacHoover and R. E. Heggie, all of Brampton.

Lee-Hodgins Co., Limited, Pembroke, share capital \$50,000, purpose to manufacture incubators, stoves, implements, etc. The directors are: T. W. Lee, G.

J. Kitts, Peter White, jr., A. A. White and R. J. Hodgins, all of Pembroke.

Walter Nicholls' Motor Boat Co., Limited, Toronto, share capital \$25,000, purpose to manufacture motor boats, vehicles, etc. The directors are: W. N. Nicholls, F. Nicholls, A. Angstrom, H. G. Nicholls, and H. H. MacRae, all of Toronto.

Nanor Automobile Co., Limited, Toronto, share capital \$200,000, purpose to manufacture automobiles, motor boats, air ships, etc. The directors are: A. G. Ronan, G. A. Ronan, W. Bullock, E. Ronan, and E. Armstrong, all of Toronto.

Bellhouse, Dill & Co., Ltd., Montreal, share capital \$45,000, purpose to manufacture chemicals, varnishes, cements, metals, etc. The directors are E. F. Surveyor, D. Armour, A. C. Casgrain, S. J. Le Hurey, and K. J. Beardwood, all of Montreal.

Dymond Gas and Engine Co., Limited, Toronto, share capital \$1,000,000, purpose to manufacture power machinery. The directors are: V. E. Taplin, Novar, Ont; J. Dymond, A. A. Wighton, C. J. Gibson and R. J. Goudy, all of Toronto.

Gas Equipment Co., Limited, Brandon, share capital \$40,000, purpose to operate gas, water and electric plants. The directors are: D. A. Hopper, K. W. Thompson, G. R. Coldwell, A. Kelly, E. J. Phillips and R. M. Matheson, all of Brandon.

St. Lawrence Waggon Co., Ltd., Montreal, share capital \$75,000, purpose to manufacture tools, implements, wagons, motor cars, etc. The directors are J. Meldrum, W. Meldrum, R. A. Gentles, W. A. Harper, and C. A. Duclos, all of Montreal.

Port Arthur Investment Corporation, Limited, Winnipeg, share capital \$50,000, purpose to do general mercantile business. The directors are: J. J. Carrick and George Mooring, of Port Arthur; F. Mariaggi, W. Pearson and H. Pollard, all of Winnipeg.

Garson Quarries, Limited, Winnipeg, share capital \$50,000, purpose to quarry stone, etc., and do general construction work. The directors are: P. Lyall, Montreal; J. Little, Tyndall, Man.; W. Garson, J. A. M. Aikins, and H. A. Robson, all of Winnipeg.

J. Brown Co., Limited, Neepawa, share capital \$100,000, purpose to carry on business as hardware and general merchants. The directors are: J. Brown, W. A. Blennerhasset, J. E. Cochran and W. Gibson, all of Neepawa, and R. A. McQuarrie, of Clan William, Man.

Toronto Woolen Machinery Co., Ltd., Toronto, share capital \$40,000, purpose to manufacture woolen machinery and do a general business as mechanical engineers. The directors are: L. B. Bredannaz, J. Bredannaz, A. Bredannaz, J. M. Ewing and A. G. Ross, all of Toronto.

Collingwood Ship Building Co., Collingwood, share capital \$1,000,000, purpose to build vessels, etc. The directors are: T. Long, H. S. Osler, W. B. Raymond, B. L. McCarthy, B. Osler, F. Ford, G. C. Loveys, J. M. Ewan and H. Spence, all of Toronto.

Wire-Woven-Wood Mfg. Co., Limited, Woodbridge, share capital \$40,000, purpose to manufacture wire baskets, boxes, etc. The directors are: J. G. Hallett, F. Bath, and E. Smith, all of Woodbridge, and D. Lamont, P. H. Porter, W. J. Hill and J. Galloway, all of Toronto.







# American Steel & Wire Co.

**New York**  
Empire Building

**Montreal**  
N. Y. Life Building

**Chicago**  
The Rookery

## BARBED WIRE CALVANIZED PLAIN WIRE PLAIN TWIST CABLE FENCING

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

**SOIL PIPE AND FITTINGS.**  
Med. and Extra heavy pipe and fittings, dis. 50 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

**SOLDER.** Per lb.  
Bar, half-and-half, guaranteed ..... 0 17½  
Wiping..... 0 15½  
Refined..... 0 16½

### PAINTS AND OILS.

**COLORS IN OIL.**  
1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French " ..... 0 06  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

**WHITE LEAD.** Per 100 lb.  
Pure..... 4 60 4 75  
No. 1 ..... 4 35 4 50  
No. 2 ..... 4 30 4 45  
No. 3 ..... 3 37½ 3 52  
No. 4 ..... 3 35 3 50  
Munro's Select Flake White ..... 4 75  
Elephant and Decorators' Pure ..... 4 75  
Monarch ..... 5 00  
Decorator's Pure ..... 4 75  
Essex Genuine ..... 4 25  
Sterling Pure ..... 5 00  
Island City Pure ..... 5 00  
Ramsay's Pure Lead ..... 4 75 5 00  
Ramsay's Exterior ..... 4 50 4 75

**RED LEAD.**  
Genuine, 560 lb. casks, per cwt ..... \$4 50  
Genuine, 100 lb. kegs ..... 4 75  
No. 1, 560 lb. casks, per cwt ..... 4 00  
No. 1, 100 lb. kegs, per cwt ..... 4 75

**WHITE ZINC.**  
Extra Red Seal ..... 0 06 0 08  
French V. M. .... 0 06½ 0 07  
Lehigh..... 0 06 0 07  
Pure..... 0 07½ 0 08  
No. 1 ..... 0 06½ 0 07  
No. 2 ..... 0 05½ 0 06

**DRY WHITE LEAD.**  
Pure, casks ..... 4 50  
Pure, kegs ..... 4 75  
No. 1, casks ..... 4 00  
No. 1, kegs..... 4 25

**PREPARED PAINTS.**  
In ½, 1 and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60 0 90  
The Sherwin-Williams paints ..... 1 35  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 30  
Standard Co.'s "New Era" ..... 1 30  
"Globe" barn ..... 60 70  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
"British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
"Thistle" ..... 1 00  
"Outside, bbls ..... 0 55 0 65  
Island City House Paint ..... 1 25  
"Floor ..... 1 25  
Sterling House Paint ..... 1 20  
"Floor ..... 1 10  
Stewart & Wood's pure ..... 1 20  
National ..... 1 05

**PARIS GREEN.**  
Petroleum, barrels, per lb. .... 0 13½  
Arsenic, kegs ..... 0 134  
50 and 100-lb. drums ..... 0 14  
25-lb. drums ..... 0 14½  
1-lb. paper boxes ..... 0 15  
½-lb. paper boxes ..... 0 17  
Terms—2 per cent. off 30 days, or 90 days net.

### PATTY.

Bulk in bbls. .... 1 50  
Bulk in less quantity ..... 1 80  
Bladders in bbls. .... 1 65  
Bladders in kegs, boxes or loose ..... 1 80  
25-lb. tins ..... 2 05  
12½ lb. tins or tins less than 100 lb. .... 1 85

### VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
rubbing ..... 2 85 3 20  
Gold size, japan ..... 1 50 1 60  
No. 1 brown japan ..... 0 85 0 90  
Elastic oak ..... 1 50 1 60  
Furniture, extra ..... 0 90 1 00  
No. 1 ..... 1 35 1 50  
Hard oil finish ..... 1 60 1 70  
Light oil finish ..... 1 75 2 00  
Damar ..... 2 40 2 50  
Shellac, white ..... 2 30 2 40  
"orange ..... 1 10 1 20  
Turpentine, brown japan ..... 1 10 1 20  
"black japan ..... 1 10 1 20  
No. 1 ..... 0 85 0 90  
Elastilite varnish, 1 gal. can, each ..... 2 00  
Granite floor finish, per gal. .... 2 75  
Maple Leaf coach enamels: size 1, \$1.20; size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted case, from 1 to 1 gal., \$2.50.

### GLUE.

Common ..... 0 08 0 08½  
French medal ..... 0 10 0 14  
White extra ..... 0 18 0 22  
Gelatin ..... 0 18 0 20  
Strip ..... 0 19 0 20  
Coopers ..... 0 12 0 16  
Huttner ..... 0 12 0 16  
Ground ..... 0 12 0 16  
Cologne, genuine ..... 0 12 0 16

### HARDWARE.

#### AMMUNITION.

Cartridges.  
B. B. Caps Dominion, 50 and 5 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American  
10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American, \$1.75.  
Wads, per lb.  
Best thick brown or grey felt wads, in ½-lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ..... 0 23  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 65  
5 and 6 " ..... 1 90

### ADZES.

Discount 22½ per cent.  
ANVILS.  
Wright's, 80-lb. and over ..... 0 10½  
Hay Budden, 80-lb. and over ..... 0 09½  
Brook's, 80-lb. and over ..... 0 11½

APPLE PARERS.  
Woodyatt Hudson, per doz., net ..... 4 50

AUGERS.  
Gilmour's, discount 60 per cent. off list.

### AXES.

Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, " ..... 10 00 13 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent. .... 5 50 6 00  
Hunters' Axes ..... 6 25 7 00  
Boys' Axes ..... 7 00 12 00  
Splitting Axes ..... 10 00  
Handled Axes ..... 5 75  
AMERICAN AXE AND TOOL CO.  
Red Ridge, boys', handled. .... 5 75  
hunters ..... 5 25  
Underhill American Bench Axes, 40 p.c.

AXLE GREASE.  
Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

### BELLS.

Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

Cow.  
American make, discount 63½ per cent.  
Canadian, discount 45 and 50 per cent.

Door.  
Gongs, Sargent's ..... 5 50 8 00  
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.  
American, each ..... 1 35 3 00

House.  
American, per lb. .... 0 35 0 40

### BELTING.

Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

Auger.  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

Car.  
Gilmour's, 47½ per cent.  
Expansive.

Gimlet.  
Clark's, per doz. .... 0 65 0 90  
Diamond, Shell, per doz. .... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

BLIND AND RED STAPLES.  
All sizes, per lb. .... 0 07½ 0 12

BOLTS AND NUTS  
Carriage Bolts, common (\$1 list) Per cent.  
" " ½ and smaller ..... 60 and 10  
" " 7-16 and up ..... 55 and 5  
" " full sq. (\$2.40 list) 60  
" " Norway Iron (\$3 list) 60  
Machine Bolts, all sizes, ½ and less ..... 55  
Machine Bolts, 7-16 and up ..... 55 and 5  
Plough Bolts ..... 55 and 5  
Blank Bolts ..... 55 and 5  
Bolt Ends ..... 55 and 5  
Sleigh Shoe Bolts ..... 70  
Coach Screws, cone point ..... 70 and 5  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.  
Small and medium, ball ..... per M. 4 25  
Small heel ..... 4 50

BRIGHT WIRE GOODS.  
Discount 62½ per cent.

BUTCHERS' CLEAVERS.  
German ..... per doz. 6 00 9 00  
American ..... 12 00 18 00

BUTCHER KNIVES.  
Bailey's ..... per doz. 0 60 6 30

### BUILDING PAPER, ETC

Tarred Felt, per 100 lb. .... 1 85  
Ready roofing, 2-ply, not under 45 lb. per roll ..... 0 90  
Ready roofing, 3-ply, not under 65 lb., per roll ..... 1 15  
Carpet Felt ..... per ton 45 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Sheathing ..... per roll, 400 sq. ft. Tar ..... 400 "  
Dry Fibre ..... 400 "  
Tarred Fibre ..... 400 "  
O. K. & I. X. L. .... 400 "  
Resin-sized ..... 400 "  
Oiled Sheathing ..... 600 "  
Oiled ..... 400 "  
Root Coating, in barrels ..... per gal. Roof " small packages " Refined Tar ..... per barrel Coal Tar ..... Coal Tar, less than barrels ..... per gal. 0 15 Roofing Pitch ..... per 100 lb. 0 8½ 0 90 Slater's felt ..... per roll 0 00

### BULL RINGS.

Copper, \$1.30 for 2½-inch, and \$1.70 for in

### BUTTS.

Wrought Brass, net revised list.  
Cast Iron.  
Loose Pin, discount 60 per cent.

### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

### CARPET STRETCHERS.

American ..... per doz. 1 00 1 50  
Bullard's ..... 6 50

### CASTORS.

Bed, new list, discount 55 to 57½ per cent.  
Plate, discount 52½ to 57½ per cent.

### CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50 8 50

### CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 60 0 65  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

### CHISELS.

Socket, Framing and Firmer.  
Broad's, discount 70 and 5 per cent.  
Warnock's, discount 70 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent.

### FOODS—STOCK.

Colonial Stock Foods, 50c. packages, per doz ..... \$4 00  
" " " 25c. pkgs., " ..... 2 00  
" " " 10c. " ..... 75  
" " " 25-lb. pail, each ..... 1 30  
Poultry Foods, 25c. packages ..... 1 25  
Cough Powders, per doz ..... 1 25  
Worm ..... 1 25

International 1 Stock Foods, \$1 packages, per doz. .... 8 00  
International Stock Foods, per pail ..... 2 75  
" " per bbl. .... 10 50  
" Poultry " \$1 pkgs. per doz ..... 8 00  
" Worm Powders, 50c. pkgs. .... 4 00  
" Fine Healing Oil, per doz ..... 8 00  
" Pheno-Chloro, \$1 pkgs. per doz ..... 8 00  
" Hoof Ointment ..... 8 00  
" Compound Absorbent ..... 16 00  
Also 25c. pkgs. at \$2 per doz. 50c. pkgs. 4 per doz

### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent



# Paterson's Wire Edged Ready Roofing

Fire-proof and Sanitary :  
Easy to put on :  
Hard to wear out :  
Don't cost much.

You have hundreds of Customers who require that kind of Roofing Material.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

<b>CONDUCTOR PIPE.</b>		<b>GAUGES.</b>		<b>HOOKS.</b>		<b>Cabinet.</b>	
Plain or Corrugated.		Marking, Mortise, Etc.		Cast Iron.		Eagle, discount 30 per cent.	
2-inch .....	per 100 feet 3 00	Wire Gauges.		Bird cage.....	per doz. 0 50 1 10	Padlocks	
3 " .....	" " 4 00	Winn's, Nos. 26 to 33 .....		Clothes line, No. 61..	" 0 00 0 70	English and Am. .... per doz. 0 50 6 00	
4 " .....	" " 5 25	GILLET'S POWDERED LYE.		Harness.....	0 60 12 00	Eagle, discount 20 to 25 per cent.	
5 " .....	" " 6 75	1-case, \$3.70; 3-case, \$3.60; 5-case and over,		Hat and coat .....	per gro. 1 10 10 00		
6 " .....	" " 9 00	\$3.50.		Chandelier .....	per doz. 0 50 1 00		
<b>CRADLES, GRAIN.</b>		<b>HALTERS.</b>		<b>Wrought Iron.</b>		<b>MACHINE SCREWS.</b>	
Canadian, discount 20 to 25 per cent.		Rope, 1-inch .....		Wrought hooks and staples		Iron and Brass.	
<b>CROSSCUT SAW HANDLES.</b>		Rope, 1 1/2-inch .....		Wire.		Flat head, discount 25 per cent.	
S. & D., No. 3 .....	per pair 0 15	Leather, 1-inch .....		Hat and coat, discount 60 per cent.		Round head, discount 20 per cent.	
S. & D., " 5 .....	" 0 22 1/2	Web .....		Belt .....		<b>MALLETS.</b>	
S. & D., " 6 .....	" 0 15 1/2	<b>HAMMERS.</b>		Screw, bright, discount 62 1/2 per cent.		Tinsmiths' .....	
Boynton pattern .....	" 0 20	Nail.		<b>HORSE NAILS.</b>		Carpenters', hickory, " 1 25 3 75	
<b>DOOR SPRINGS.</b>		Maydole's, discount 5 to 10 per cent. Canadian		"P.B." Brand, 55 to 60 per cent.		Lignum Vitae .....	
Torrey's Rod .....	per doz. 1 75	discount 25 to 27 1/2 per cent.		"C" brand, 40, 10 and 7 1/2 per cent. off list		Caulking, each .....	
Coil, 9 to 11 in. ....	" 0 85 1 65	<b>Tack.</b>		M.R.M. Co. brand, 55 per cent.		<b>MATTOCKS.</b>	
English .....	" 2 06 4 00	Magnetic .....		"Monarch," 50 and 7 1/2 per cent.		Canadian .....	
<b>DRAW KNIVES.</b>		<b>Sledge.</b>		"Peerless" 50 per cent. dis.		<b>MEAT CUTTERS.</b>	
Coach and Wagon, discount 50 per cent.		Canadian .....		<b>HORSESHOES.</b>		American, discount 3 1/2 per cent.	
Carpenters' discount 70 per cent.		Ball Pean.		F.O.B. Montreal		German, 15 per cent.	
<b>DRILLS.</b>		English and Canadian, per lb. 2 1/2 7 25		"P.B." brand, new pattern, base .....		Gem .....	
Hand and Breast.		<b>HANDLES.</b>		M.R.M. Co. brand, base .....		<b>MILK CAN TRIMMINGS.</b>	
Miller's Falls, per doz., net list.		Axe, 2nd growth, per doz. net 3 00 4 00		Add 15c. Toronto, Hamilton, Guelph.		Discount 25 per cent.	
<b>DRILL BITS.</b>		Store door .....		<b>JAPANNED WARE.</b>		<b>NAILS.</b>	
Morse, discount 37 1/2 to 40 per cent.		Fork.		50 per cent.		2d .....	
Standard, discount 50 and 5 to 55 per cent.		C. & B., discount 40 per cent., revised list.		<b>PICKS.</b>		3d .....	
<b>FAUCETS.</b>		C. & B., discount 40 per cent., revised list.		Star .....		4 and 5d .....	
Common, cork-lined, discount 35 per cent.		American .....		per doz. 3 00 3 25		6 and 7d .....	
<b>EAVETROUGHES.</b>		Plane.		<b>KETTLES.</b>		8 and 9d .....	
10-inch .....	per 160 ft. 10 00	Hammer and Hatchet.		Brass spun 7 1/2 per cent. discount off new list.		10 and 12d .....	
<b>ELBOWS (stovepipe.)</b>		Canadian, discount 40 per cent.		Copper .....		16 and 20d .....	
5 and 6-inch, common .....	per doz. 1 20	<b>HANGERS.</b>		American, 60 and 10 to 65 and 5 per cent.		30, 40, 50 and 60d (base) .....	
Polished, 15c. per dozen extra.	1 35	Steel barn door .....		<b>KEYS.</b>		F.o.b. Toronto.	
<b>ESCUTCHEONS.</b>		Stearns, 4-inch .....		Lock, Canadian dis. 40 to 40 and 10 per cent.		Steel cut nails 10c. extra.	
Discount 50 and 10 per cent., new list		5-inch .....		Cabinet trunk and padlock		Miscellaneous wire nails, discount 75 per cent.	
<b>ESCUTCHEON PINS.</b>		Zenith .....		American .....		Coppers' nails, discount 30 per cent.	
Iron, discount 40 per cent.		Lane's covered—		<b>KNOBES.</b>		<b>NAIL PULLERS.</b>	
<b>FACTORY MILK CANS.</b>		No. 11, 5-foot run .....		Door, japanned and N.P., per		German and American .....	
Discount off revised list, 40 per cent.		No. 11 1/2, 10-foot run .....		doz. ....		No. 1 .....	
<b>FILES AND RASPS.</b>		No. 12, 10-foot run .....		Bronze, Berlin .....		No. 1573 .....	
Great Western .....	70 and 10 per cent.	No. 12 1/2, 15-foot run .....		Bronze, Genuine .....		<b>NAIL SETS.</b>	
Arcade .....	" 10 "	Steel, covered .....		Shutter, porcelain, F. & L.		Square, round and octagon,	
Kearney & Foot .....	" 10 "	" track, 1 x 3-16 in (100 ft) .....		screw .....		per gross .....	
Disston's .....	" 10 "	" 1 1/2 x 3-16 in (100 ft) .....		White door knobs .....		Diamond .....	
American .....	" 10 "	<b>HARVEST TOOLS.</b>		Net prices.		<b>POULTRY NETTING.</b>	
J. Barton Smith .....	" 10 "	Discount 60 per cent.		LAMP WICKS.		2-in. Mesh, 19 w.g., dis. 60 per cent.	
McClellan .....	" 10 "	S. & D. lawn rakes, Dunn's, 40 off.		Discount, 60 per cent.		2-in. Mesh 16 w.g. and heavier, 50 p.c.	
Eagle .....	" 10 "	sidewalk and stable scrapers, 40 off.		<b>LADDERS, EXTENSION.</b>		<b>OAUKUM.</b>	
Nicholson, 60 and 10 to 60, 10 and 5	" "	Maple Leaf and Premiums saw sets,		Wagoner Extension Ladders, dis. 40 per cent.		U. S. Navy .....	
Royal .....	" 70 to 75 "	40 off.		<b>LANTERNS.</b>		Plumbers .....	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		saw swages, 40 off.		Cold Blast .....		<b>OILERS.</b>	
Jowitt's, English list, 25 to 27 1/2 per cent.		<b>HATCHETS.</b>		No. 3, "Wright's" .....		McClary's Model galvanized	
Nicholson File Co.'s "Simplicity" file handle,		Canadian, discount 40 to 42 1/2 per cent.		Ordinary, with O burner .....		oil can, with pump, 5 gallon,	
per gross 85c. to \$1.50		Shingle, Red Ridge 1, per doz. ....		Dashboard, cold blast .....		per dozen .....	
<b>GLASS.</b>		2, .....		Japanning, 50c. per doz. extra.		Davidson oilers, discount 40 per cent.	
Window. Box Price.		Barrel, Underhill .....		<b>LEMEN SQUEEZERS.</b>		Zinc and tin, discount 50, 50 and 10 per cent.	
Star		<b>HAT ENAMEL.</b>		Porcelain lined .....		Copper .....	
Per 50 ft.		Henderson & Potts' "Anchor Brand"		Galvanized .....		Brass .....	
Per 100 ft.		<b>HINGES.</b>		King, wood .....		Malleable, discount 25 per cent	
Size United		Blind, Parker's, discount 60 per cent.		King, glass .....		<b>GALVANIZED PAISLS.</b>	
Inches.		Heavy T and strap, 4-in., per lb. ....		All glass .....		Dufferin pattern pails, discount 47 1/2 per cent	
Under 26 .....	3 80	" 5-in., " .....		<b>LAWN MOWERS FOR 1905.</b>		Flaring pattern, discount 47 1/2 per cent.	
26 to 40 .....	4 00	" 6-in., " .....		Woodyatt, 10 1/2-in., 14-in. cut \$ 8 50 to \$11 00		Galvanized washtrubs, discount 47 1/2 per cent.	
41 to 50 .....	4 50	" 8-in., " .....		Star, 9-in. ....		<b>PIECED WARE.</b>	
51 to 60 .....	4 75	" 10-in., " .....		Daisy, 8-in. ....		Discount 40 per cent off list, June, 1899.	
61 to 70 .....	5 00	Light T and strap, discount 65 and 5 per cent.		Philadelphia, 7 1/2-in. ....		10-qt. flaring sap buckets, discount 40 per cent	
71 to 80 .....	5 30	Screw hook and hinge .....		Woodyatt, 10 1/2-in., ball bearing 13 25 to 18 00		6, 10 and 14-qt. flaring pails dis. 40 per cent.	
81 to 85 .....	10 75	6 to 10 in. .... per 100 lb. ....		Grass Boxes .....		Creamer cans, discount 40 per cent.	
86 to 90 .....	12 30	12 in. up .....		King Edward, 12-in., 14-in. cut 9 00 to 10 00		<b>PICKS.</b>	
91 to 95 .....	15 00	Spring, No. 20, per gro. pairs .....		Horse Lawn Mowers, "Special."		6 00 9 00	
96 to 100 .....	18 00	Spring, Woodyatt pattern, per gro. No. 5.		Discount, 50 per cent., with freight conces-		<b>PICTURE NAILS.</b>	
96 to 100 .....	18 00	\$17.50; No. 10, \$18; No. 20, \$10.80; No.		sions in quantity shipments.		1 35 1 50	
		120, \$20; No. 51, \$10; No. 50, \$27.50.		Maxwell & Sons:		Brass head .....	
		<b>HOES.</b>		10 1/2-in. high wheel .....		<b>PICTURE WIRE.</b>	
		Garden, Mortar, etc., discount 60 per cent.		8-in. ....		Tin and gilt, discount 75 per cent.	
		Planter .....		Discount 50 per cent.		<b>PINE TAR.</b>	
		<b>HOLLOW WARE.</b>		Locks.		1/2 pint in tins .....	
		Tinned cast, 35 per cent.		Canadian, 50 to 50 and 10 per cent		1 " " .....	
				Russell & Erwin, steel rim .....		<b>PLANES.</b>	
						Wood bench, Canadian discount 40 per cent.,	
						American discount 50 per cent.	
						Wood, fancy Canadian or America	
						40 per cent	



THE

# XXth Century Mode of Copying

We cannot emphasize too strongly the necessity of our **Rapid Roller Copier** in your office. Do away with the old letter-press book. Discard the inaccurate copy. All copies on the **Rapid Roller** are made after signature and changes have been affixed. Saves \$1.25 on every 1,000 letters. See the argument? **Write now for Circular.** Everything in Business Furniture in stock.

## THE OFFICE SPECIALTY MFG. CO.

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Factories, Newmarket

97-105 Wellington St. W., TORONTO (near York)

**RAPID  
ROLLER  
COPIER**



RETURNED  
R 3 1905  
Owner  
Book 32  
pg 52

PLANE IRONS.		
English .....	per doz.	2 00 5 00
PLIERS AND NIPPERS.		
Button's genuine .....	per doz. pairs,	discount
37 1/2 to 40 per cent.		
Button's imitation .....	per doz.	5 00 9 00
German .....		0 60 0 60
PRESSED SPIKES.		
Discount 20 per cent.		
PULLEYS.		
Hothouse .....	per doz.	0 55 1 00
Axle .....		0 22 0 33
Screw .....		0 22 1 00
Awning .....		0 35 2 50

PUMPS.		
Canadian cistern .....		1 80 3 60
Canadian pitcher spout .....		1 40 2 10
PUNCHES.		
Saddlers .....	per doz.	1 00 1 85
Conductor's .....		3 00 15 00
Tinners, solid .....	per set	0 72
" hollow .....	per inch	1 00

RAKES.		
Wood .....	per doz. net	1 20 up.

RAZORS.		
Elliot's .....	per doz.	4 00 18 00
Geo. Butler's & Co.'s .....		4 00 18 00
Boker's .....		7 50 11 1/2
" King Cutter .....		13 50 18 50
Wade & Butcher's .....		3 60 10 00
Caro Magnetic .....		15 00
Griffin Barber's Favorite .....		10 75
Griffin No. 65 .....		13 00
Griffin Safety Razors .....		13 50
Griffin Stropping Machines .....		13 50
Lewis Bros. "Klean Cutter" .....		8 50 10 50
Hindoo .....		10 50 14 00
Engstrom's Swedish .....		3 50 10 00
Henckel's .....		7 50 20 00
REGISTERS.		
Discount 40 per cent.		

RIVETS AND BURNS.		
New List.		
Iron Rivets, black and tinned, 60 and 10 and 10 per cent.		
Iron Burns, discount 60 and 10 and 10 p.c.		
Copper Rivets, with usual proportion burrs, 45 per cent.		
Copper Burns only, discount 30 and 10 per cent.		
Extras on Tinned or Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.		

RIVET SETS.		
Canadian, discount 35 to 37 1/2 per cent.		
ROPE, ETC.		
Sisal .....		0 11
Pure Manila .....		0 14 1/2
"British" Manila .....		0 11
Cotton, 3-16 inch and larger .....		0 21 1/2
" 5-32 inch .....		0 25
" 1/2 inch .....		0 28
Russia Deep Sea .....		0 09
Jute .....		0 10
Lath Yarn, single .....		0 10 1/2
" double .....		0 10 1/2
Sisal bed cord, 48 feet .....	per doz.	0 65
" 60 feet .....		0 80
" 72 feet .....		0 95

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 20 to 25 per cent.		

SAD IRONS.		
Mrs. Potts, No. 55, polished .....	per set	0 75
" No. 50, nickel-plated .....		0 80
Common, plain .....		4 50
" plated .....		5 50

SAND AND EMERY PAPER.		
B. & A. sand, discount, 40 and 5 per cent.		
Emery, discount 40 per cent.		
Garnet (Ruton's) 5 to 10 per cent. advance on list.		

SAP SPOUTS.		
Bronzed iron with hooks .....	per 1,000	7 50
"Eureka" tinned steel, hooks .....		8 00

SAWS.		
Hand, Diaston's, discount 12 1/2 per cent.		
S. & D., discount 40 per cent.		
Crosscut, Diaston's .....	per foot	0 35 0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.		
Hack, complete .....	each	0 75 2 75
" frame only .....	each	0 50 1 25
S. & D. solid-tooth circular shingle, concave and band, discount 50 per cent.		
" mill and ice, drag, discount 30 per cent.		
" cross-cut, discount 35 per cent.		
" hand saws, butcher, disc 40 per cent.		
" compass, pruning and back, discount 45 per cent.		
" buck, New Century .....		\$6 25
" " No. 1 Maple Leaf .....		5 25
" " Happy Medium .....		4 25
" " Watch Spring .....		4 25
" " common frame .....		1 00

SASH WEIGHTS.		
Sectional .....	per 100 lb.	2 00 2 25
Solid .....		1 50 1 75

SASH CORD.		
Per lb. ....		0 28 0 30

SAW SETS.		
Lincoln and Whiting .....	per doz.	4 75
Hand Sets, Perfect .....		4 00
X-Cut Sets, " .....		7 50

SCALES.		
urney Standard, 40 per cent.		
urney Champion, 50 per cent.		
urrow, Stewart & Milne .....		
Imperial Standard, discount 40 per cent.		
Weight Beams, discount 35 per cent.		
Champion Scales, discount 50 per cent.		
Fairbanks standard, discount 35 per cent.		
" Dominion, discount 55 per cent.		
" Richelieu, discount 55 per cent.		
Warren's new Standard, discount 40 per cent.		
" Champion, discount 50 per cent.		
" Weightbeams, discount 35 per cent.		

SCREW DRIVERS.		
Sargent's .....	per doz.	0 65 1 00

SCREEN DOORS.		
Common doors, 2 or 3 panel, walnut stained, 4-in. style .....	per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style .....	per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....	per doz.	8 75
3-in. style 20c. per dozen less.		

SCREWS.		
Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" " dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood .....	per doz.	3 25 4 00
" iron .....		4 25 5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

SCYTHES.		
Per doz. net .....		6 00 9 00
SCYTHE SNATHS.		
Canadian, discount 40 per cent.		
SHEARS.		
Clauss, nickel, discount 80 per cent.		
Clauss, Japan, discount 67 1/2 per cent.		
Clauss, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		

SHOVELS AND SPADES.		
Canadian, discount 45 per cent.		
SINKS.		
Cast iron, 16 x 24 .....		0 85
" 18 x 30 .....		1 00
" 18 x 36 .....		1 40

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews .....		4 50 11 50

SOLDERING IRONS.		
1 1/2-lb. ....	per lb.	0 37
2-lb. or over .....		0 34

SQUARES.		
Iron, No. 492 .....	per doz.	1 90 2 25
" No. 493 .....		2 40 2 55
" No. 494 .....		3 25 3 40
Steel, discount 60 and 5 to 65 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		

STAMPED WARE.		
Plain, discount 75 and 12 1/2 per cent. off revised list.		
Retinned, discount 75 per cent. off revised list.		

STAPLES.		
Galvanized .....		3 00
Plain .....		2 80
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		

STOCKS AND DIES.		
American discount 25 per cent.		

STONE.		
Washita .....	per lb.	0 28 0 60
Hindostan .....		0 06 0 07
" slip .....		0 09 0 09
Labrador .....		0 13
" Axe .....		0 15
Turkey .....		0 50
Arkansas .....		1 50
Water-of-Ayr .....		0 10
Scythe .....	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton .....		25 00
" under 40 lb., .....		28 00
" 200 lb. and over .....		31 00

STOVEPIPES.		
5 and 6 inch, per 100 lengths .....		7 00
7 inch .....		7 50

TACKS, BRADS, ETC.		
Carpet tacks, blued .....		80 and 15
" " tinned .....		80 and 20
" " (in kegs) .....		40
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# Wheel Marks on the Sands

RETURNED  
JUN 15 1905

Owner  
Book 36  
5-3



It's a fact that the bicycle has won the day as the vehicle of utility and convenience. We know, because we have our hand on the public pulse. Our orders this year are nearly double those of last season. Have you prepared for this sudden turn in public sentiment? There's clean, quick money in handling bicycles.

## Massey-Harris and Imperial Cleveland and Rambler

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All Designs—prices to  
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## TORONTO

### INDEX TO ADVERTISERS.

#### A

Acme Can Works..... inside back cover  
Acme Lathe & Products Co..... 45  
Alabastine Co..... 39  
American Shearer Mfg. Co..... 60  
American Steel and Wire Co..... 55  
Armstrong Bros..... 24  
Atlas Mfg. Co..... 49  
Australasian Hardware..... inside back cover

#### B

Barnett, G. & H., Co..... outside back cover  
Bartlett, Wm., & Son..... 50  
Birkett, Thom., & Son Co..... 1  
Boss Machine Co..... 8  
Bosson Bros..... 49  
Bradstreet's..... 60  
Bullard Automatic Wrench Co..... 21

#### C

Canada Brass Rolling Mills..... 23  
Canada Cycle and Motor Co..... 58  
Canada Foundry Co..... 45  
Canada Iron Furnace Co..... 45  
Canada Metal Co..... 42  
Canada Paint Co..... 42  
Canada Paper Co..... 47  
Canadian Cordage and Mfg. Co..... 9  
Canadian Fairbanks Co..... 7  
Canadian Rubber Co..... 12  
Canadian Sewer Pipe Co..... 20  
Cavers Bros..... 6  
Clausen Shear Co..... 45  
Consumers' Cordage Co..... 11  
Cover Mfg. Co..... 60  
Cutts, C. M. & Co..... 47

#### D

Davidson, Thos., Mfg. Co..... 2  
Dennis Wire and Iron Co..... 30  
Deserono Iron Co..... 31  
Dods, P. D., & Co..... 39  
Dorken Bros. & Co..... outside front cover, 6  
Dowswell Mfg. Co..... 24

#### E

Erie Specialty Co..... 60

#### F

Falkner, H. F..... 46  
Frothingham & Workman..... 9

#### G

Gibb, Alexander..... 47  
Gies, Philip..... 21  
Gilbertson, W., & Co..... 35  
Glauber Brass Co..... 21  
Greening, B., Wire Co..... 7  
Grose, Walter..... 43  
Grove Chemical Co..... 43  
Gurney Foundry Co..... 47  
Gurney, Tilden Co..... 52  
Gutta Percha and Rubber Mfg. Co..... outside back cover

#### H

Hamilton Rifle Co..... 60  
Hanover Portland Cement Co..... 50  
Harrington & Richardson Arms Co..... 45  
Heinisch, R., Sons Co..... 10  
Henderson, J. A..... 47  
Henderson & Potts Co..... 40  
Hobbs Mfg. Co..... 51  
Howland, H. S., Sons & Co..... 17  
Hyde, F. & Co..... 31

#### I

Imperial Varnish and Color Co..... 38

#### J

Jackson, C. F., & Co..... 31  
Jamieson, R. O., & Co..... 41  
Jardine, A. B., & Co..... 21  
Jenking, A. C..... 50  
Johnson's, Iver, Arms and Cycle Works..... 16  
Johnston, Rd., Clapham & Morris..... 2

#### K

Kemp Mfg. Co..... 12  
Kerr Engine Co..... 20

#### L

Lamplough, F. W., & Co..... 41  
Leslie, A. C., & Co..... 31  
Lewis Bros. & Co..... 3  
Lewis, Rice, & Son..... inside front cover  
Lockerby & McComb..... 49  
London Fence Machine Co..... 35  
London Rolling Mill Co..... inside back cover  
Loughead, J. B., & Son..... 6

Lufkin Rule Co..... inside back cover  
Luxfer Prism Co..... 51  
Lysaght, John..... outside front cover

#### M

Mackenzie Bros..... 35  
Maple Leaf Harvest Tool Co..... 5  
Mast, J. M., Mfg. Co..... 10  
Maxwell, D., & Sons..... 6  
Metal Shingle and Siding Co..... 49  
Metallic Roofing Co..... 33  
Montreal Rolling Mills Co..... 20  
Morton, B. K., & Co..... 31  
Morrison, James, Brass Mfg. Co..... 18  
Morrow, John, Machine Screw Co..... 35  
Munderloh & Co..... 44

#### Mc

McArthur, Alex., & Co..... 54  
McCaskill, Dougall & Co..... 43  
McClary Mfg. Co..... 4, 24  
McDougall, R., Co..... 31  
McGregor-Banwell Fence Co..... 24

#### N

Newman, W., & Sons..... 50  
North Bros. Mfg. Co..... 1  
Nova Scotia Steel and Coal Co..... 31

#### O

Oakey, John, & Sons..... 46  
Office Specialty Mfg. Co..... 57  
Oneida Community..... 9  
Ontario Silver Co..... 6  
Ontario Tack Co..... 14  
Ontario Wind Engine and Pump Co..... 43  
O-So-Ezy Mfg. Co..... 38  
Owen Sound Wire Fence Co..... 7

#### P

Page-Hersey Iron and Tube Co..... 21  
Page Wire Fence Co..... 43  
Paterson Mfg. Co..... 56  
Pedlar People..... 49, 50  
Penberthy Injector Co..... 1  
Phillips, Chas. D..... 50

#### R

Ramsay, A., & Son Co..... 10, 23  
Ridgely Trimmer Co..... 50

#### S

Sadler & Haworth..... outside back cover  
Samuel, M. & L., Benjamin, & Co..... 6  
Sanderson-Harold Co..... 51  
Saunders, Franklin & Co..... 20  
Scott, Greenwood & Co..... 39  
Seymour, Henry T., Shear Co..... 10  
Sharratt & Newth..... 10  
Shaw, A., & Son..... 10  
Sherwin-Williams Co..... 15  
Silica Baryte Stone Co..... 49  
Skedden Brush Co..... 41  
Smith & Hemenway Co..... 21  
Solarine Metal Polish..... 46  
Standard Ideal Sanitary Co..... 18  
Standard Paint and Varnish Works..... 39  
Staniforth & Co..... 8  
Stephens, G. F., & Co..... 34  
St. George, H. E..... 39  
Summers, John, & Sons..... 6

#### T

Taylor-Forbes Co. outside front cover, 52  
Technical Books..... 10  
Thompson, B. & S. H., Co..... outside back cover  
Thorne, R. E..... 21  
Turnbull & Henderson..... 43

#### U

United States Register Co..... 33

#### W

Wallace Barnes Co..... 43  
Walter, E. F., & Co..... 4  
Welsh Tinsplate & Metal Stamping Co..... 4  
Western Wire Nail Co..... 10  
White Mountain Freezer Co..... 4  
Wilcox Mfg. Co..... 43  
Winnipeg Paint and Glass Co..... 35  
Wright, E. T., & Co..... 35



## CLASSIFIED LIST OF ADVERTISEMENTS.

**Accountants and Auditors.**

Hoskins, David, Toronto.  
Jenkins & Hardy, Toronto.

**Aluminum Castings.**

Canadian Aluminum Works, Montreal.

**Anvils**

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Auer Light Co., Montreal.

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Davidson, Thos., Mfg. Co., Montreal.

North Bros. Mfg. Co., Philadelphia, Pa.

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**Ice Cutting Tools.**

Erie Specialty Co., Erie, Pa.

North Bros. Mfg. Co., Philadelphia, Pa.

**Injectors—Automatic.**

Morrison, Jas., Brass Mfg. Co., Toronto.

Penberthy Injector Co., Windsor, Ont.

**Iron Pipe.**

Montreal Rolling Mills Co., Montreal.

Page-Hersey Iron and Tube Co., Guelph.

**Iron Pumps.**

McDougall, R., Co., Galt, Ont.

**Ladders—Extension.**

Waggoner Ladder Co., London, Ont.

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Kemp Mfg. Co., Toronto.

Ontario Lantern Co., Hamilton, Ont.

Wright, E. T., & Co., Hamilton.

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Birkett, Thos., & Son Co., Ottawa.

Maxwell, David, & Sons, St. Marys Ont.

Taylor-Forbes Co., Guelph, Ont.

**Legal Cards.**

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Irwin & Jones, Toronto.

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Wilson, W. G., Napanee, Ont.

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Canadian Fairbanks Co., Montreal and Toronto.

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Kerr Engine Co., Walkerville, Ont.

Montreal Rolling Mills Co., Montreal.

Morrow Machine Screw Co., Ingersoll, Ont.

Penberthy Injector Co., Windsor.

**Manufacturers' Agents.**

Gibb, Alexander, Montreal.

Jenking, A. C., & Co., Montreal.

**Metals.**

Booth Copper Co., Toronto.

Canada Iron Furnace Co., Midland, Ont.

Canada Metal Co., Toronto.

Deseronto Iron Co., Deseronto, Ont.

Gibb, Alexander, Montreal.

Gilbertson, W., Pontardawe, Wales.

Hankin, F., Montreal.

Henderson, J. A., Montreal.

Ironside, Son & Co., London, Eng.

Jackson, C. F., & Co., Vancouver, B.C.

Johnston, R. J., Clapham & Morris, Manchester, Eng.

Kemp Mfg. Co., Toronto.

Leslie, A. C., & Co., Montreal.

Lewis, Samuel, & Co., Dudley, Eng.

London Rolling Mills Co., London, Ont.

Lysaght, John, Bristol, Eng.

Montreal Rolling Mills Co., Montreal.

Morton, B. K., & Co., Sheffield, Eng.

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Peck Rolling Mills Co., Montreal.

Samuel, Benjamin & Co., Toronto.

Sauers, Franklin & Co., Montreal.

Thompson, B. & S. H. & Co., Montreal.

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Wright, E. T., & Co., Hamilton, Ont.

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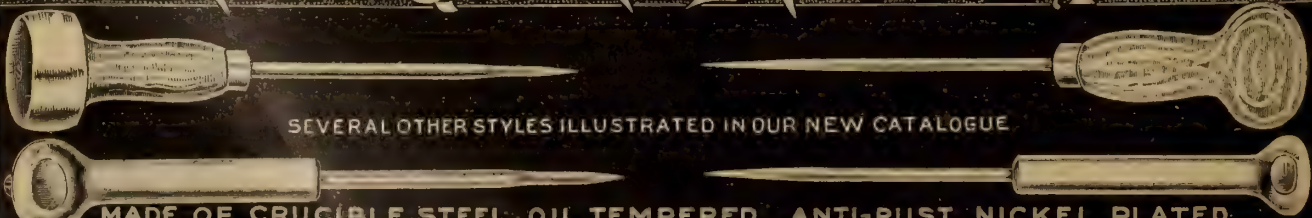
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# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVII.

MONTREAL AND TORONTO, APRIL 8, 1905

NO. 14

ANVILS  
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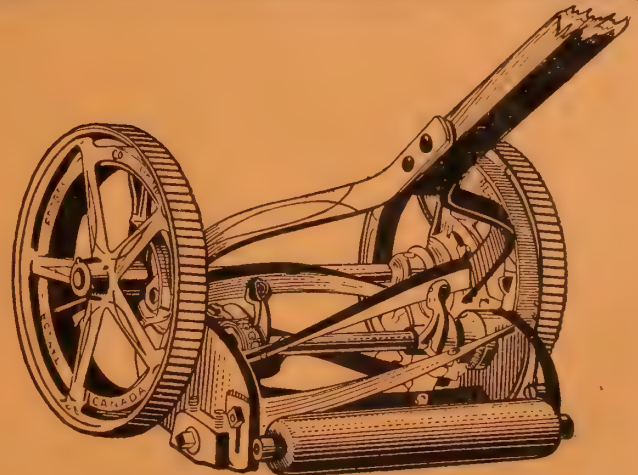
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Pat. in Canada, United States and Great Britain.

**ITS GOOD POINTS:** Special tool steel knives, oil tempered; case-hardened adjustable covers; case-hardened ball bearings and balls; specially prepared polished steel shafts; 4-knife cylinder, 10½-inch drive wheels; cheeks easily detached; made with grass-box attachment. Sizes 12, 14, 16, 18, 20-inch. This is the only ball-bearing mower made in Canada; is high-grade throughout; and soundly guaranteed. Every dealer should have a sample in stock.



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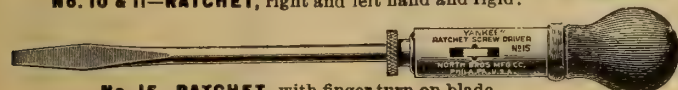
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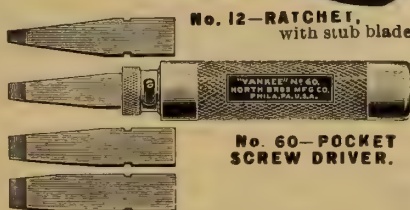


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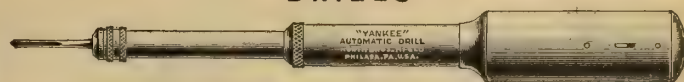


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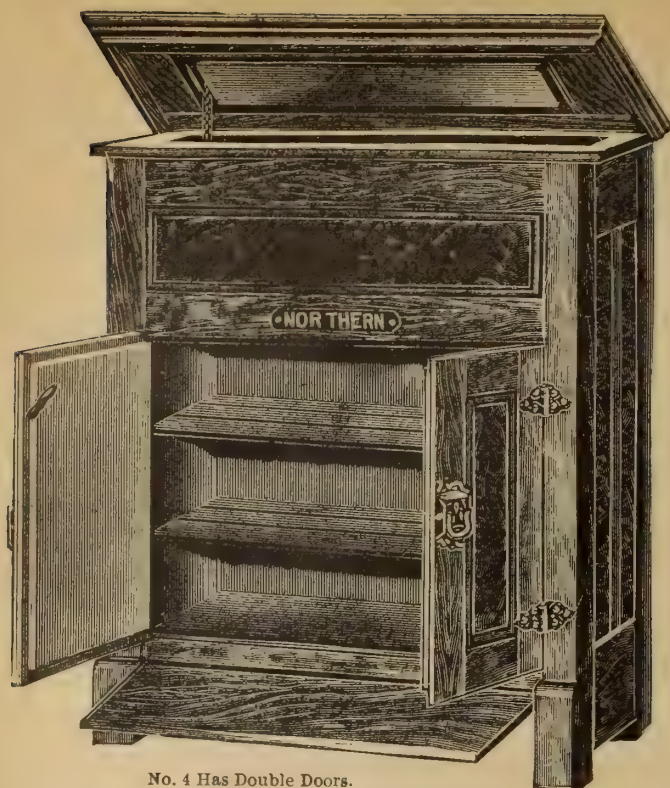
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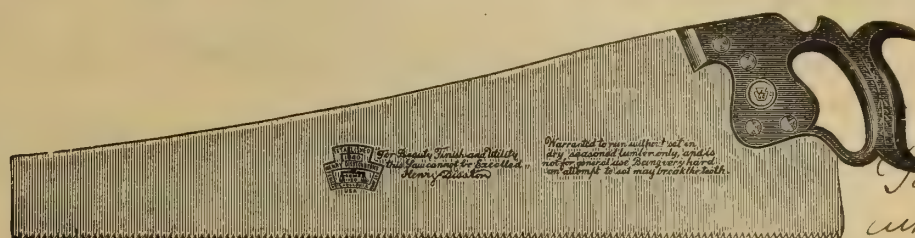
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The Best  
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Page 2



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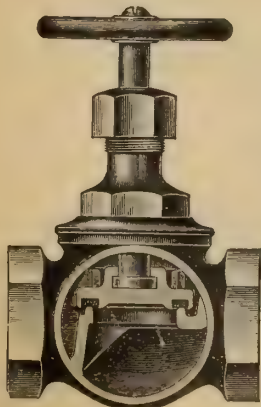
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**LLANELLY, WALES**

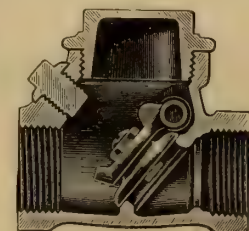
## INSIDE INFORMATION ABOUT VALVES.

The outside appearance of all valves is more or less alike. The inner construction, however, is the vital part. Here we illustrate

### FAIRBANKS' RENEWABLE GLOBE, CHECK and GATE VALVES.



This cut shows our Renewable Asbestos Disc Globe Valve closed. As you see, the Disc is a brass holder, the ends of which are turned over the Vulcanized Asbestos Ring and it is held on the end of spindle without the use of nuts, springs or screws. The disc can be changed by removing the bonnet, slipping disc from end of spindle; substitute a new disc and then replace bonnet—all without the loss of time. Remember the Asbestos Disc can't flake or break.



Our Straightway Swinging Check Valves, with patent rotating disc, work freely and never stick on the seat. They have full area equal to pipe connections and straight way—a very desirable feature. The seat is easily reground without disconnecting the valve from the pipe.



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The gate is a double-faced, wedge-shaped casting, with side grooves by means of which it slides on guides in the valve. Being double-seated these valves can be used with the pressure applied at either end.

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**THE CANADIAN FAIRBANKS CO. LIMITED**

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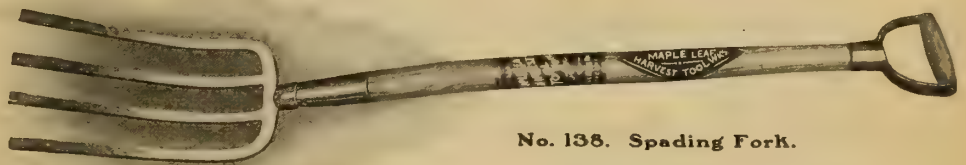


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For Beauty, Finish and Quality, the  
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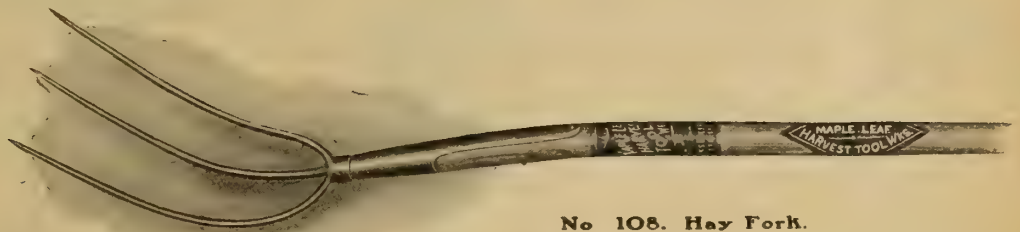
No. 122. Manure Fork.



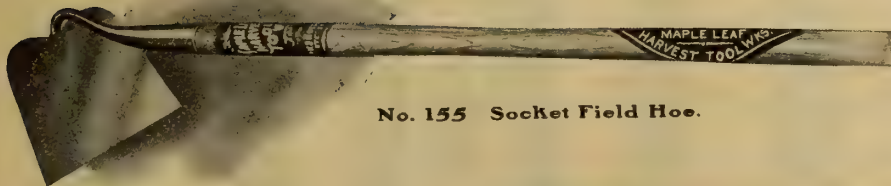
No. 138. Spading Fork.



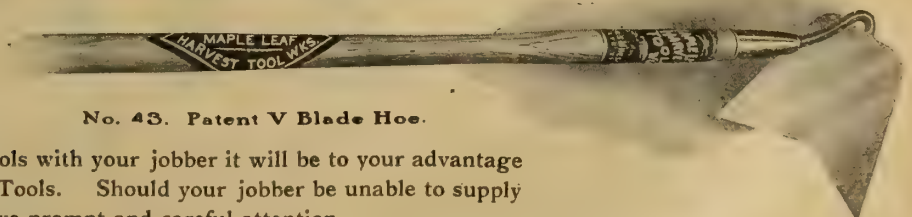
No. 243. Beet Fork.



No. 108. Hay Fork.



No. 155. Socket Field Hoe.



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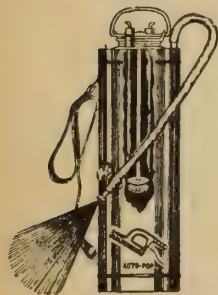
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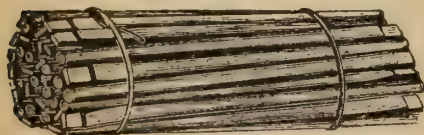
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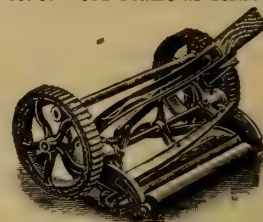
Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link. Improved for season of 1904. Steel or Wood Frame as desired.

### Lawn Mowers.

High and Low Wheels, from 12 in. to 20 in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



MAXWELL MOWER

8-in. Low Wheel.

Wheelbarrows.

In Four Different Sizes.

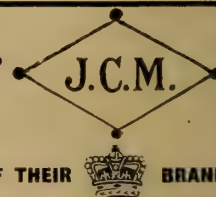
## GALVANIZED SHEETS

GOOD WORKING-UP QUALITY, ASK

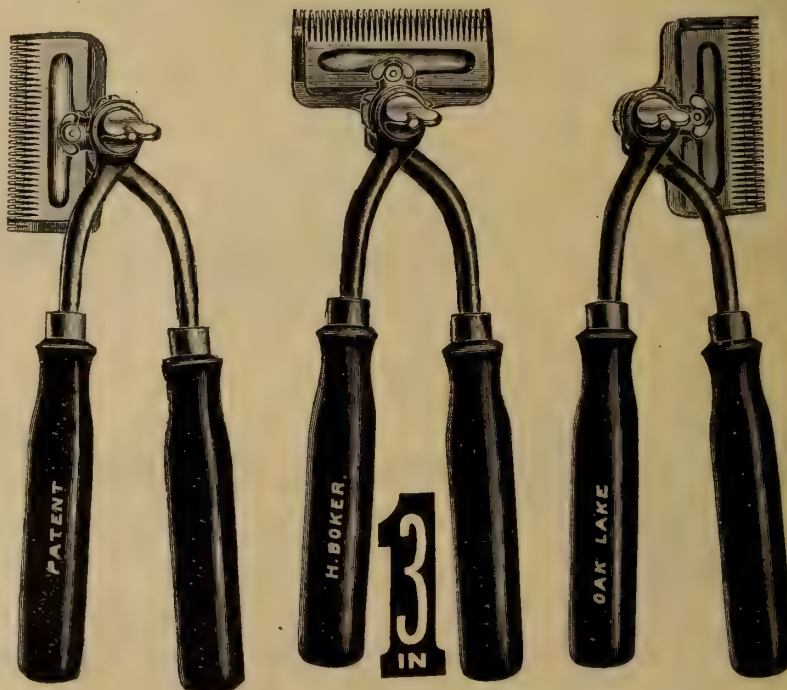
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FOR PRICES OF THEIR BRAND



The Finest One-Man Horse Clipper Made.



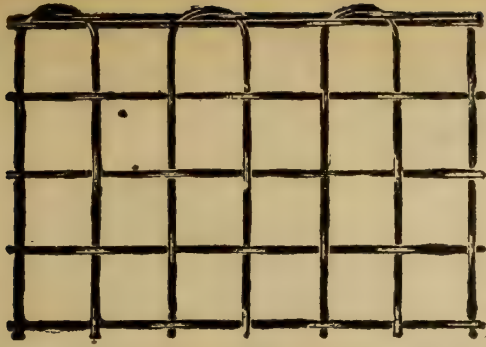
One Man Can Clip a Horse Without Any Other Help.

## Henry Boker's Oaklake

## Patented Reversible Horse Clipper

FOR SALE BY LEADING WHOLESALE HOUSES





## WIRE CLOTH

FOR

Sand Screens,  
Coal Screens,  
Mining Screens,  
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Evaporators,  
Grain and Seed Cleaning  
Machinery,  
Milk Strainers,

Calvanized and Re-  
galvanized Cloth,  
Wire Lathing,  
Window Protection,  
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And for all purposes.

**THE B. GREENING WIRE CO.,**  
LIMITED  
Hamilton, Ont. Montreal, Que

## Dillon Hinge-Stay Fence



Don't let YOUR farmer customer go to the OTHER Hardware for his fencing because you have none. If so, he is likely to get his Stove, Harvest Tools and other goods there, too.

Put in a small attractive stock of our 1905 DILLON fencing, keep it where it can be seen and it will attract farm custom. Good margin in it for you, too.

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**MESSRS. CAVERHILL, LEARMONT & CO.,**  
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## DOMINION WIRE MANUFACTURING CO.

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TELEGRAPH - TELEPHONE - TROLLEY AND TRANSMISSION LINES

### WOOD SCREWS

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### WIRE HOOPS

*Allow us to send you samples of these Hoops.*

*You will find them stronger and cheaper than wooden ones.*

**MADE IN CANADA**

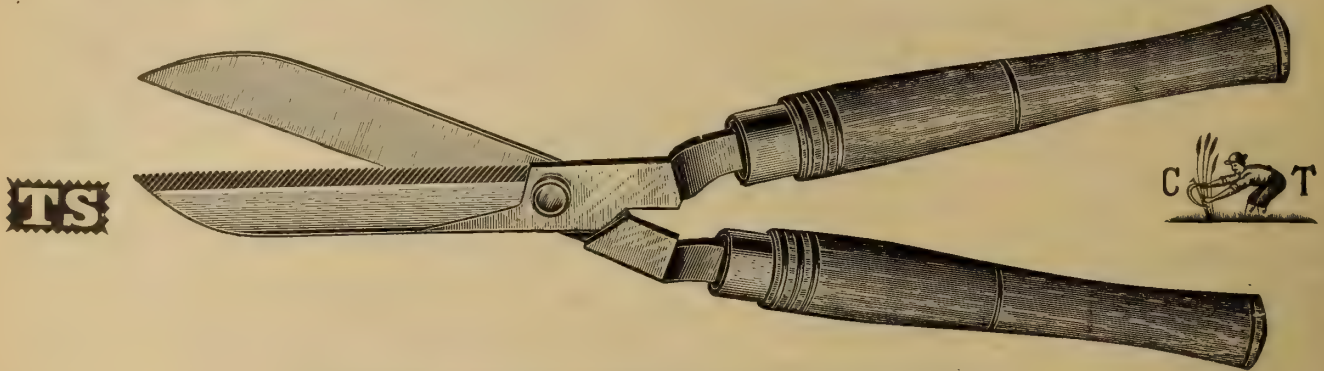


# THEY LOOK ALIKE

But one is CHALK and the other is CHEESE.

It is the same with GARDEN SHEARS, some are made out of ROLLED steel and may cost you a little less MONEY, but they take it out of you in REPUTATION.

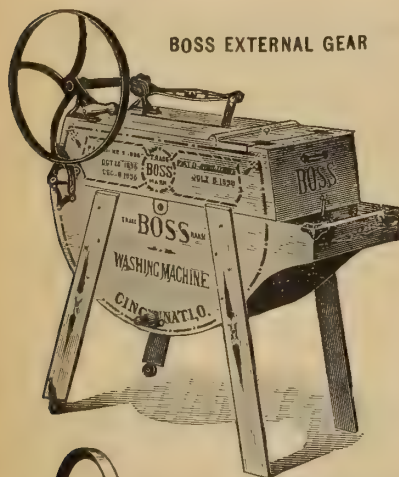
OURS are made of solid Steel of a SPECIALLY selected quality and are FORGED by a new IMPROVED process of our OWN by the most COMPETENT workmen.



WARRANTED "HAND FORGED," EVERY PAIR STAMPED

**Thos. Staniforth & Co., - Hackenthorpe, Sheffield, Eng.**

Ask your jobber for them or write JAS. S. PARKES, 446-448 St. Paul St., Montreal, and he will tell you where to get them.



BOSS EXTERNAL GEAR



New Boss Rotary—Shielded Gears

## The World's Most Famous WASHERS

*Made by the largest Washing Machine Factory in the world.  
Capacity, 600 machines per day.*

### They Are Not Cheap Goods

as goods of such quality would not have permitted of thriving success and present standing of our Washers, and daily capacity.

*Ask your nearest Hardware Jobber for samples, and insist upon his furnishing Washers bearing our stamp.*

They are the most profitable to handle, because they sell readily. Write to us for catalogue. Address

**BOSS WASHING MACHINE CO.**

CINCINNATI, OHIO, U. S. A.

Distributors for Ontario and Northwest Territories:  
**WALTER WOODS & CO., - Hamilton and Winnipeg.**



1904 AUTOMATIC





RETURNED  
APR 7 1905



Corn Pattern



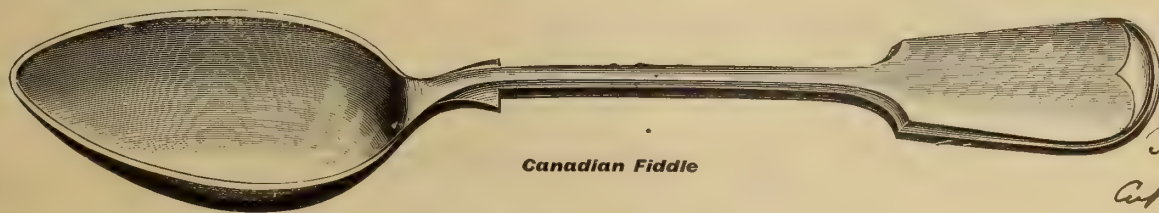
**NEVADA** spoons and forks are made of an alloy of nickel and other metals.

**NEVADA** is noted for its richness, purity and durability and is warranted to wear white throughout.

**NEVADA** is also made plated with pure silver. We keep the "Corn" pattern so plated.

**NEVADA** unplated we stock in three patterns, Windsor, Wing Tip and Canadian Fiddle.

Complete catalogue on application.



Canadian Fiddle

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To Montreal  
Cat Book 33

Page 3

## Frothingham & Workman, Limited

Wholesale Hardware and Iron Merchants, - - Montreal, Canada.

FOR 96 YEARS SELLERS OF HARDWARE.

**PURE MANILA ROPE,**  
Highest Quality Made,  
**BRITISH MANILA,**  
**SISAL ROPE,**  
Pure Sisal,  
**LATH YARN,**  
**BINDER TWINE**

New twine in flat packs of every description.

Lowest Prices and Highest Quality.

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**Canadian Cordage & Mfg. Co.**

Long Distance 'Phone 162.

LIMITED

**PETERBOROUGH, ONTARIO, CANADA.**

The latest and finest machinery is operated in this factory and although not the largest, it is the finest mill of its size in the world.



**ONEIDA**  
**COMMUNITY'S**  
**WELDLESS**  
**COW TIES.**

Illustration shows the

**NIAGARA WIRE**  
**LINK**  
**OPEN RING TYPE**

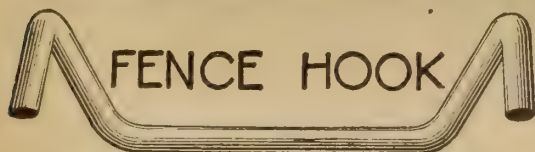
Also made in CLOSED RING, THREE CHAIN  
and DOMINION (or "Short") TYPES.

Oneida Community Cow Ties can be had of all the leading jobbers. We invite correspondence where any difficulty is experienced in obtaining our goods.

**ONEIDA COMMUNITY, Limited**  
**NIAGARA FALLS, ONT.**



**GALVANIZED FENCE HOOK** FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

LONDON, ONT



**"LITTLE SHAVER"**

A handy kitchen utensil for scraping chocolate,  
slicing small fruits and vegetables. Sells well at all  
seasons because always useful. Made of hardwood.  
Blade of finely tempered steel.

Dealers write for prices to

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Sharratt & Newth

43 and 44 Percival Street, - London, England

Contractors to H. M. Government and the Principal English Sheet and Plate Glass Works.

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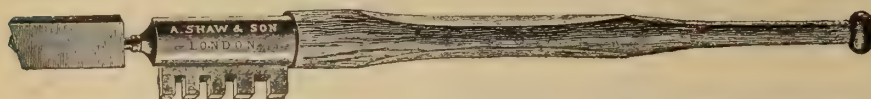
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Agents for Canada: **A. Ramsay & Son Company, Montreal**

**GLAZIERS' DIAMONDS**



Ahead of all others in quality and workmanship. If sparks of fine quality, set  
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388 ST. PAUL ST., MONTREAL

CELEBRATED

**HEINISCH SHEARS**

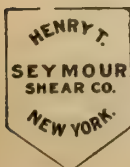
Tailors' Shears,  
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ACKNOWLEDGED THE BEST.

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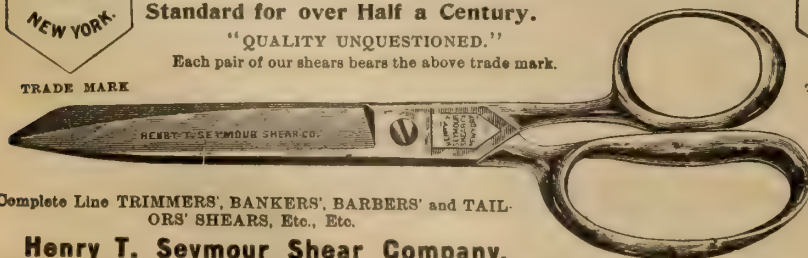
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

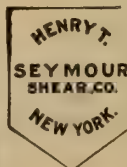
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Complete Line TRIMMERS', BANKERS', BARBERS' and TAIL-  
ORS' SHEARS, Etc., Etc.

**Henry T. Seymour Shear Company.**

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Latest Cata-  
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sent in  
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**Manufacturing Cost**

By H. L. C. HALL.

Dealt with along general lines and not from the stand-  
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The whole organization and conduct of a factory from  
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It constitutes an Illustrated Dictionary. It contains  
Three Sets of Accounts—Models—worked out in detail, and  
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There is no other book which will so easily teach you to be a  
good bookkeeper.

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Business Methods**

Compiled and Edited by R. R. WILLIAMS,  
Hardware Editor of the IRON AGE.

The thorough and practical treatment of the important  
subjects discussed, the embodiment in these articles of the  
experience of men of ability and enterprise, the suggestiveness  
of the principles and maxims thus presented, will, it is  
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still further the business methods of the hardware trade.

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**The American  
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By R. R. WILLIAMS,  
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This book is descriptive of the best methods of accom-  
modating and displaying the large variety of goods which  
are carried in stock in representative American and Cana-  
dian hardware stores. Copiously illustrated, and worth  
many times its cost to every progressive hardware dealer.

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576 pages. Price, postpaid, **\$3.00**

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MacLEAN PUBLISHING CO.  
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# Binder Twine

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BLUE RIBBON, 650 ft. to the lb.

REDCAP, - 600 ft. to the lb.

TIGER, - - 550 ft. to the lb.

STANDARD, 500 ft. to the lb.

GOLDEN CROWN, 500 ft. to the lb.

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Still the Favorites of both FARMERS and DEALERS.

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If **SHEAF BRAND** is preferred to any of the above, we are prepared to supply it, as we are the Proprietors of this Trade Mark.

*Nothing but Select Fibre Used.*  
*Skilled Canadian Labor.*

Our Twine is not only evenly spun, but is WELL BALLED.  
This is very important, prevents tangling in Twine Box.  
Write for prices.

## CONSUMERS CORDAGE CO., Limited

Mills - MONTREAL and HALIFAX.

MONTREAL.

BRANCHES :

W. A. C. Hamilton, Toronto, Ont.

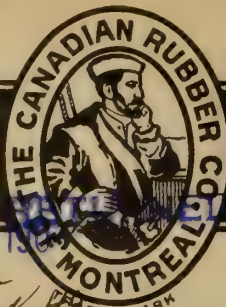
Merrick, Anderson & Co., Winnipeg, Man.

Consumers Cordage Co., Ltd., St. John, N.B.

F. H. Andrews & Son, Quebec, Que.

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Established OverFifty Years.SIR H. MONTAGU ALLAN,  
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ALWAYS RELIABLE  
ALWAYS IN DEMANDHIGH QUALITY  
HONEST SERVICE  
COMPLETE SATISFACTION

*SEP 11 1905*  
*To Owner*  
*cut Book 4*  
*page 4*

**"Red Star"**  
Sheet  
Packing

**"Red Star"** is the original High-Grade Sheet Packing, a winner all the time.

Some of the other Packings are good Packings, but—

**"Red Star"** is without a Rival.

Write for a Free Sample.

Sales Branches and Warehouses:

172 Granville St.,  
Halifax, N.S.Imperial Bank Building,  
Montreal, Que.Front and Yonge Sts.,  
Toronto, Ont.Princess St.,  
Winnipeg, Man.Cordova St.,  
Vancouver, B.C.**THE CANADIAN RUBBER CO. OF MONTREAL.**

Are you ready for the Spring Trade in

**Conductor Pipe and Eave Trough?**

ALL STYLES AND SIZES IN STOCK

PLAIN and CORRUGATED  
Conductor PipeO. G. ROUND and SQUARE Bead  
and HALF ROUND Eave Trough

Conductor Pipe Elbows, Shoes and Hooks. Galvanized Sheet Iron from stock or import, Queen's Head, Fleur-de-Lis and Apollo Brands. Prompt shipment if you send us the order.

**KEMP MANUFACTURING CO., TORONTO, CANADA.**



# HARDWARE DEALERS AS PLUMBERS

A MUCH-DISCUSSED subject is that of the establishment of plumbing departments in connection with the hardware stores in the rural districts. Where unsatisfactory work is done there is cause for complaint, but there must be a start made somewhere, and the hardware dealers will doubtless be only too willing to work with the plumbers in establishing such regulations as will set a fair standard for all classes of work done.

In all newly populated districts the plumbing business is recognized as a branch of the hardware trade, and especially is this so as regards the conditions in Western Canada. Hardware and Metal has always favored the organization of the plumbing and hardware trades in compact organizations, and carried to its ultimate this would mean the complete control of each trade by the members of the associations. As this is practically impossible, however, at the present time, all we can do is to insist that all plumbing work done shall be performed by competent workmen, and all sanitary regulations in the interest of the public be enforced.

The following paper, dealing with the subject, was read by L. D. Ray, Belvidere, Ill., at the recent convention of the Illinois Retail Hardware Dealers' Association, the paper being entitled "Plumbing in Connection with the Hardware Business." It reads:

"We surely realize the fact that this is an age of combination and concentration of interests that apply to each other, and I think, from my experience, that you can increase your trade in many ways by adding the plumbing business to your present line of hardware. The one great question that has confronted the majority of the hardware dealers who contemplated adding plumbing is the question of union labor, for there has been a time, and not many years past, that it was almost impossible to run a plumbing department on account of the stringent rules of the journeyman plumbers, which gave the merchant very little show for profit; but I think that time has gone by, as the unions have overreached themselves until now, outside of the large cities, they have very little influence.

PLUMBING CAN BE PROFITABLY ADDED to the hardware business if properly handled. You must have a man who is thoroughly familiar with estimating and laying out your work, as there are no two jobs that can be figured alike. He must know the amount of work that each plumber can do. He must know the principles of water circulation, the amount of pressure it takes to run motors that pump the soft water, the sizes of sewer it takes for a given number of closets or baths, and, in fact, he must be a thoroughly practical man, and a man of good judgment in that line of mechanics.

"Plumbing has always been considered a business entirely by itself until the last eight or ten years, but we find from experience that it is a part of the hardware business, just as much as the tin shop. Our plumbing pays us a greater percentage of profit for the amount invested than our hardware or tin shop, but it is looked after by a member of the firm, and he devotes his entire time to it and has charge of the plumbers and heating men whom we employ.

WE FIND IT HELPS OUR HARDWARE PROFITS in many ways. First you find a party is going to build a modern residence. You go to him and ask him if you may submit prices on the trimming hardware, tin work and plumbing, heating, paints, oils, varnish, and, in fact, everything except the carpenter work, lumber and plastering. You can make him a price on the whole. Your competitor in any one of the above-mentioned lines does not know, nor has he any way of finding out, what your separate bid would be on any one of the items mentioned, and the owner, we find, would rather, in ninety per cent. of the cases, let his contract for all that applies to the hardware line to one man.

"And further, we find our profit is not yet finished. When the owner gets that house completed he wants a new range for his kitchen. We have it. Our plumber is working right there; he can connect it for less expense than you can buy a range elsewhere and have it

connected, consequently we sell him the range.

"And he is not finished yet. After he moves in he finds his wife wants lavatory glasses, nickel towel bars, nickel soap dishes, sponge holders and all of the little articles that go to make up the modern bathroom.

"We also find that it increases our hardware

## BUSINESS WITH THE FARMERS.

In this age the farmers enjoy all the modern methods of farming. You find them with gasoline engines, cream separators and all the modern machinery such as valves, steam gauges, water glass, automatic oilers, pipe and fittings, etc. We have placed in farm residences as complete a bathroom and sanitary plumbing job as you can find in any of your modern city residences. Does that plumbing in the farmer's residence help your hardware business? My answer is yes, for he is convinced that he can go to your store and get anything that is made of iron or steel, and when he wants anything he does not bother to look up Mr. Catalogue House, but goes to his dealer for it first.

"The hardware jobber is surely endeavoring to help you all he can. I think I am safe in saying that fifty per cent. of the hardware jobbers carry most of the small lines in plumbing, such as faucets, lead pipe, sinks, traps and bathroom fixtures. He adds to his line because it is profitable. If it is profitable to him it will be for you, if properly handled.

## PLUMBING GOODS PROTECTED.

"We find better protection among the manufacturers of plumbing goods. You do not see the catalogue houses advertise plumbing goods very extensively, for the reason that they know that manufacturers will not put their best goods in their hands, and they could not use them if the manufacturers did. What would any person do with a bathtub, closet or lavatory from a catalogue house? He could not connect it, and he could not get a plumber to do it.

"However, go at it lightly. Don't try to do all the plumbing business at



once. Teach your trade the use of the modern conveniences. It will be a source of income after you have taught them."

### A NEW MONTREAL METAL WAREHOUSE.

**J**OHAN LYSAGHT, LIMITED, have just completed a new warehouse on St. Paul street, Montreal, next to the G.T.R. general offices, for the joint use of themselves and their Canadian agents, A. C. Leslie & Company.

The building is a solid brick structure, with strong steel supports, and has a frontage of 58 feet on St. Paul street, widening to 73 feet at the rear, with an average depth of 120 feet. In the front portion of the building, which is two storeys high, the ground floor is used for the stock of tool and machinery steel,

tronic arc lamps in the rear warehouse and incandescent lamps in the front portion of the building. Above the main entrance and on the outside of the new building is fastened some galvanized iron (Queen's Head brand). The work was done by The Geo. W. Reed & Co., of 783 Craig street, Montreal.

### HORSES AND THEIR SHOES.

"How often have I told you a marchin' man is no stronger than his feet."—Kipling.

**T**HIS can be equally well applied to the equine species. Even the tyro in buying a horse knows the importance of sound feet; consequently, it is to the interest of all owners to have their horses' feet kept in good condition, and this can be done only by employing a farrier who knows how to shoe a horse and who also knows and uses the best quality of shoe that can be

even bearing, and this must also be observed in the shoeing. Four nails on each side hold better than a greater number, and keep the hoof in better shape. The toe of the hoof must be pared short and nearly square, the angles only being rounded off. Some farriers drive the nail into the toe, but this is a poor practice, as leaving room on the hoof causes the foot to be of improper length, and, moreover, this part of the hoof is naturally so brittle that even when the nail is well greased, it seldom stays, but tears out and damages the hoof. In the design of the shoe a perfect bearing on the hoof and on the ground is necessary. For the wider or forward shoes, the concave is placed on that side of the shoe next the hoof to insure little or no pressure on the sole. The heels should be the narrowest part of the shoe, and so formed and tapered to prevent stones from lodging in the cavity made by the iron advancing inwardly from the bearing of the foot. The crease must be clean and shaped in a manner that permits nail heads to fit closely and tightly against the iron, giving a perfect bearing, and of a length and position that the toe calk can be placed and welded without injury to the first nails, the nail holes being punched at right angles.

The weight of the shoe cannot possibly be too light, and is governed almost wholly by the quality and hardness of the iron, so that it does not bend, thereby forcing out the nails and ruining the hoof.

The above points have all been studied and followed in the design and quality of the "P. B. New Pattern Horse Shoe" manufactured by The Peck Rolling Mills, Limited, of Montreal. The best quality only of double-refined iron is used, and in shape, the shoe has been designed to resemble as nearly as possible the natural tread and form of the average foot.

No fixed rules, however, can be observed in the treating of the hoof. A great deal depends on the judicious handling of the different constructions of feet, owing to disease or other



Leslie & Co.'s Montreal Warehouse.

and the finer grades of steel plates. The upper flat is taken up with the general offices, which are neatly finished in natural wood, with a handsome metal ceiling and walls. The rear portion is practically a separate warehouse, 85 feet in depth, with an average width of 65 feet and 22 feet in height. As there is a wide lane on each side of the warehouse, the shipping facilities are exceptionally good. A 12-foot driveway through the warehouse and two large traveling cranes of 18½-foot span, running from the front of the building to the rear, enable the heavy cases of galvanized iron and other goods, carried for the accommodation of the wholesale trade, to be handled quickly, and economically. The building was planned by Mr. Robert Findley, architect. It is heated by hot water and lighted by elec-

procured. As feet differ, so do horse-shoes accordingly. Horses should walk on the firm basis given them by Nature and, therefore, the paring away and laying bare of the inside of the foot is injurious. The frog should never be cut, but must be cleaned and, now and then, the ragged pieces pared off with a knife. In one kind of hoof, however, considerable cutting must be allowed, but not of the frog; i.e., on feet that are very high, in order to give the frog bearing on the ground, which gives the necessary support and permits the free circulation required to keep the foot healthy, preventing wasting of the frog and sometimes of the whole foot, by such diseases known as founder, hoof-bound, corns, etc. It is evident that the greatest care must be taken in the preparation of the hoof, so as to give a perfect,

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT.



causes, so that discretion and judgment on the part of the operator is of the greatest importance. From race-horse to cart-horse the same system of shoeing should be observed, the size, thickness and weight only differing. A severe penalty should be inflicted on all those that clap on a shoe hot. This is unpardonable laziness on the part of farriers who make hoofs to fit shoes, instead of shoes to fit hoofs, which dries up and eventually utterly destroys the foot.

The machine-made shoe is formed in the following manner: A puddled iron billet of proper weight and size is heated and reduced through a system of passes in rolls, to a section of the required shoe. In one of the last passes a crease is impressed into the hot iron by a creaser attached to one of the rolls, which also defines the length of the shoe. When cooled, the iron is sheared into the lengths defined, depending on the size of the horse-shoe to be manufactured. These lengths are again heated and placed in a former, which bends the iron and tapers the heels; from the bender, the shoe goes to the press, which not only puts a smooth, clean surface on the shoe, but also forms the concave necessary on forward shoes. After pressing, the shoes are punched and oiled, and when hand-picked, are ready for the market.

#### HISTORY OF WIRE DRAWING.

It is difficult to determine, even approximately, the time when this important industry first had its home in Birmingham. It is generally understood that iron wire was first made in Germany, about the year 1450, but the process of production was primitive in the extreme. Rolls and drawplates had not then been dreamt of, and the thin strips of iron were rounded into shape first by a crude tilt hammer, and afterwards brought to the required size by a patient process of hand-hammering. Under such conditions of production there could be no pretence of any uniform gauge, the rotundity of the wire being conspicuous for its great variety of girth. The introduction of the drawplate took place in the year 1560, but for two centuries later many of the crude and primitive methods of wire making were perpetuated. The industry appears to have been fairly well established in England about the year 1670, when it is heard of first in the Forest of Dean and Tintern Abbey, and soon afterwards at Stourbridge and Penns, near Sutton Coldfield. It was at Penns that Mr. John Webster, head of the old house of

Webster & Son, in the year 1720 converted an iron forge into a wire mill. Steel wire came into very general use not long afterwards. In the year 1825 Mr. Webster's annual make was fifty tons—a large proportion of the total manufacture in England. In 1849 the make had risen to ninety tons, and in 1870 it had risen by "leaps and bounds" to two thousand tons. The introduction of the pianoforte compelled a radical change in the manipulation of steel wire, which was first made for this purpose at Nuremberg early in the 18th century. Some ninety years later the difficulty in obtaining sufficient supplies, together with the unsatisfactory quality, induced Joseph Webster, of Penns, to produce a music wire which fully answered the purpose. He discovered that the use of certain chemical fluxes in refining the metal were of the greatest service in producing a pure reliable article. The effect

## Shingle Decay Doesn't Pay

Particularly when it can be prevented at small cost by the use of

### SHERWIN-WILLIAMS PRESERVATIVE SHINGLE STAINS (Made with Creosote)

The use of creosote gives these stains excellent preservative properties, greatly increasing the natural life of the shingles.

Every S. W. P. agent should sell Preservative Shingle Stains. There is a constant growing demand for them. They give the best satisfaction. They will advertise your entire paint stock. They will pay you good profits. Write today for full particulars of our Shingle Stain Advertising Plan.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

Canadian Headquarters, 639 Centre Street, Montreal.

Warehouses—Toronto, 86 York St.; Winnipeg, 147 Bannatyne St. E. 1909

was magical. The leading Continental houses closed their works in despair, and Webster, of Penns, achieved a world-wide reputation. The wire, however, although much superior to any hitherto introduced, was not absolutely perfect, and Mr. Horsfall, who subsequently joined Mr. Webster in partnership, improved the music wire by a process of repeated annealings, which rendered it as perfect as human ingenuity could devise. Steel wire for needles, fish-hooks, springs, etc., was soon made on the new principle. The wire made from homogeneous metal for the first Atlantic cable was the greatest triumph of Messrs. Webster and Horsfall's career.

A factory is being built in Vancouver by the Gold Terebo-Proof Pile Co., Limited, to manufacture a preparation to prevent piles under docks from rotting.



## CATALOGUES AND BOOKLETS.

For the convenience of its readers **HARDWARE AND METAL** has opened its columns for the review of catalogues, booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit **HARDWARE AND METAL** as the source of their information.

### Washing Machine Catalogue.

**A**N illustrated catalogue of some forty pages has been issued by J. H. Connor & Son, of Ottawa, manufacturers of washing machines, wringers, etc. Each pattern of machine and wringer manufactured by this company is profusely illustrated in this catalogue, and this, in addition to the well selected information and price list, makes the booklet interesting and attractive. Any member of the trade not yet fortunate enough to possess one of these catalogues would do well to send to the above address. Readers of this paper when sending would do well to mention this paper.

### The Ironmonger's Annual.

A magnificent volume of 444 pages is comprised in the Spring Issue of The Ironmonger, of London, England, issued on March 25, the same day that Hardware and Metal issued its Spring Trade Number. The 360 pages of advertisements contained in the issue included some very fine specimens of printing and embossing, while several catalogues and other inserts were also enclosed in the issue. The reading matter is equally good, and the issue does The Ironmonger great credit.

### The Price Sells Them.

The above heading is the catch line on a handsome card sent us by the Cleveland Gas & Electric Fixture Co., Cleveland, Ohio, on which is illustrated two oxidized copper pendants, Nos. 1,000 and 2,000, which are also finished in polished brass. The prices quoted are remarkably low, only \$28 per 100 on No. 1,000, and \$67.50 per 100 on No. 2,000, with similar rates on larger and smaller quantities. The company is preparing a catalogue, and offers to send samples to the trade. Readers who mention Hardware and Metal when writing for samples or other information will confer a favor upon us.

### Pedlar People's Price List.

The Pedlar People, Oshawa, are sending to the trade their price list No. 13, which cancels all previous quotations and lists. This is the only list of its kind which gives the gauge as well as

## Claimed and Proven Superiority of Iver Johnson Revolvers



New York Office:  
No. 99 Chambers St.

**We claim**—They are safer than other revolvers.

**Proof**—"Hammer the Hammer."

**We claim**—Reliability.

**Proof**—The satisfaction given to more than a million users.

**We claim**—They are the best advertised.

**Proof**—Watch the magazines.

**We claim**—They are the best revolvers made

**Proof**—They have the largest sale of any revolver in the world.

And thus we might go on and substantiate every claim ever made for **IVER JOHNSON** Revolvers; but suffice it to say—

The trade prefer them

and

The public Demand them.

Send for finest fire arms catalogue ever published.

**IVER JOHNSON'S ARMS & CYCLE WORKS,  
FITCHBURG, MASS.**

the weight of each grade, a point of great value to the trade. The firm offers special inducements to the trade who handle their goods and carry a stock sufficient for their particular community. Mention Hardware and Metal when sending for the booklet.

### Prize Herefords.

Sadler & Haworth, tanners and manufacturers of oak leather belting and lace leather, of Montreal and Toronto, have supplied their customers with a calendar illustrating two heads of prize Herefords, the expression on the faces of the steers being very striking. If any of our readers send for the calendar they should mention Hardware and Metal when writing.

### New Canadian Representative.

Edgar Allen & Co., Limited, Sheffield, England, manufacturers of tool steel, files and saws and steel founders, have sent Hardware and Metal a copy of their book illustrating the various lines of metals and manufactured articles carried in stock by them. The firm has appointed Williams & Wilson, 320 St. James street, Montreal, and The A. R.

Williams Co., 95 Front street, Toronto, as agents for their tool steels in Canada. Mr. Thomas Hampton has been appointed special representative of the firm in Canada, and will make a tour of the country in the interests of the company.

### Lawn Fencing.

The B. Greening Wire Goods Co., Hamilton, announce the following prices on list 5, lawn fencing, 2-inch mesh, No. 16 steel wire with 3-strand selvage:

Width in inches.	Price per lineal yard.	Price per roll of 50 yds.	Weight per roll, lbs.
12	\$ 7.20	\$ 3.60	33
18	10.80	5.40	45
24	14.40	7.20	57
30	18.00	9.00	69
36	21.60	10.80	80
42	25.20	12.60	93
48	28.80	14.40	105
60	36.00	18.00	130
72	43.20	21.60	153
84	54.40	25.20	175
96	57.70	28.80	200

### PUSH YOUR PAINT LINES.

Painting will start up soon if the weather remains good. See that you get your share of the business. Go after the local painter and sell him his raw material.



# H. S. HOWLAND, SONS & CO.

LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

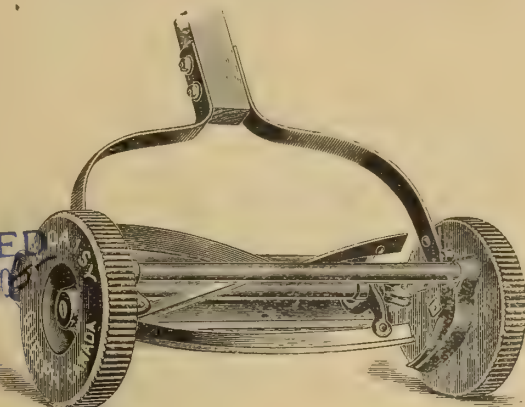
Only  
Wholesale

Wholesale  
only

Grass Catchers  
Lawn Sprinklers  
Hose Couplings

Hose Reels  
" Reels  
Nozzles

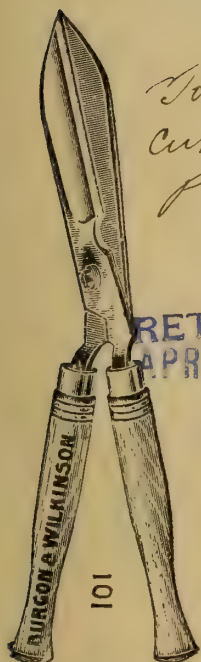
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"DAISY" LAWN MOWER

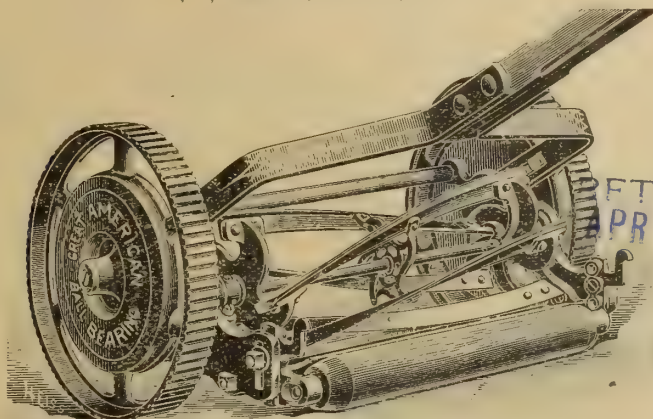
12, 14, 16-inch. 3 knives. 8-inch wheels.

RETURNED  
APR 7 1905



GARDEN SHEARS

7, 8, 9 and 10-inch cut



THE GREAT AMERICAN LAWN MOWER (Ball Bearing)

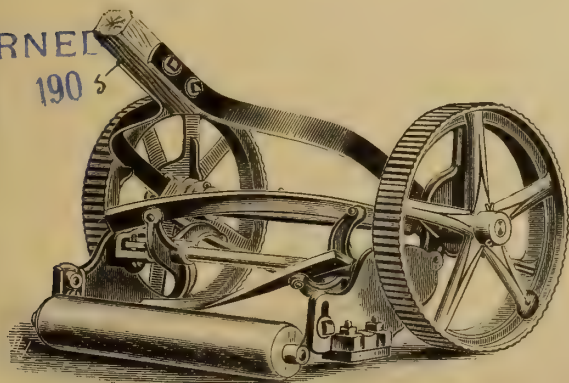
15, 17, 19 and 21 inch. 5 knives. High wheels

RETURNED  
APR 7 1905



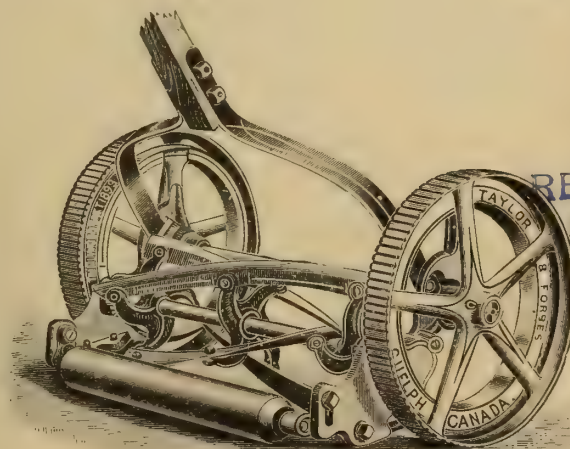
RUBBER HOSE  
Planet, Leader,  
King, Lion

RETURNED  
APR 7 1905



"STAR" LAWN MOWER

12, 14 and 16-inch. 3 knives. 9-inch wheels



"WOODYATT" LAWN MOWER

12, 14, 16, 18 and 20-inch. 4 knives. 10 1/2-inch wheels

## H. S. HOWLAND, SONS & CO., LIMITED, Toronto.

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly.

Our prices are right





*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Shop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

**Now ready** for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

**Head Office and Factory:**

*Port Hope, Ont.*

**Sales Office:**

*50 Colborne St., Toronto.*

## Morrison Bathroom Fixtures

include a score of quick-selling articles of utility which are big profit producers for the hardware man—Soap Dishes, Sponge Holders, Towel Racks, Portable Showers, etc.

We carry a complete line of superior Lighting Fixtures which combine with greatest efficiency, an unexcelled beauty.

Our propositions are worthy of your investigation. Let us hear from you at once.

**The James Morrison Brass  
Mfg. Co., Limited**

**Toronto, Ont.**

## Morrison Steam Specialties

include every line which the hardwareman can handle to advantage. "J. M. T." Injectors, Hancock Injectors, Lubricators, Oil Cups, Steam and Vacuum Gauges, Iron and Brass Pipe Fittings—everything in steam goods. They are quick sellers and give your customer entire satisfaction.

Our Brass work, which is made from pure Ingot Copper and best Imported Tin, is guaranteed to be perfect

**The James Morrison Brass Mfg. Co., Limited**

**Toronto, Ont.**



# HEATING AND PLUMBING

## THE "NATURO" CLOSET

TORONTO plumbers are being called upon this week by representatives of the Naturo Co., of Salem, N.J., who have arranged with the James Robertson Co., Limited, to act as their Canadian representatives. The company manufactures the "Naturo" closet and seat which is in the phraseology of the company's publicity man, "an epoch-making invention," being constructed along entirely new lines—the lines of physiology and anatomy. A more elaborate description of the "Naturo" will appear in a future issue of Hardware and Metal.

Mr. Walter Page Baxter, of the Naturo Co., and Mr. Harry A. Wheeler, of the Barta Press, Boston, called on Hardware and Metal, and their description of the new specialty and the method of introducing it to the public was exceedingly interesting. For a thousand years humanity has been using closets of about a uniform height of 17 inches and built in such a fashion as to throw the body forward into a cramped position, thus binding the bowels and preventing nature from doing its work satisfactorily. In hospitals, physicians require the use of more satisfactory methods, and the plan of the "Naturo," being only 14 inches high in the front and built with a sloping seat to the back, thus throwing the body backward into an erect position, has, therefore, met with general endorsement from the medical fraternity.

Mr. Wheeler, who has charge of the publicity department, told of the company's "follow-up" system, first in interesting the plumbers, and later in co-operating with the local dealers in educating the purchasing public as to the merits of the "Naturo." A series of original and catchy circular letters and return postals have been prepared to use monthly in circularizing the members of the trade who have not yet ordered a sample closet. If the first does not prove a "puller," one of the succeeding copies is certain to result in inducing every live man to send for a catalogue—a first step towards doing business. Dealers who accept an agency for the "Naturo" are supplied with large quantities of printed matter, booklets, and a follow-up system comprising a continued story designed to interest the probable customer. Electros and other matter are also supplied to aid

the local plumber to push his advertising in the local paper.

Owing to the customs duties it will be too costly to bring this printed matter into Canada from Boston, and arrangements have been completed to have the entire supply to be used in Canada printed in Toronto. The James Robertson Co., will be glad to answer all enquiries.

### Cleaning Bathroom Fixtures.

White marble lavatories can be cleaned by rubbing the stains with fine table salt. If they are of long standing, mix two parts of powdered whiting with one

stead of rubbing and scouring, go over every inch with plenty of gasoline, and then wash off carefully. All the stains and discolorations will have disappeared.

### MACHINE SHOP VENTILATION.

THE absolute necessity for providing an adequate system of ventilation of public buildings is being recognized more and more each year, and as a consequence more attention is being paid to it. If it is necessary that public buildings have a good ventilating system, how much more is it necessary that a workshop, where the workmen spend so many hours of the day should



Plumbing Show Room Mechanics' Supply Co. at Quebec.

part of powdered bluing, then add half a pint of strong soap suds and heat to the boiling point. Apply with a soft cloth to the marble and let it dry on; then wash off with hot water, to which has been added a little salts of lemon. Dry with a soft flannel.

For the bath tub, whether of zinc, white enamel, or solid porcelain, nothing is better than a bath of gasoline. In-

have a good system. Fresh air is necessary to maintain the bodily vigor and alertness of the workmen. If instead of fresh air they breathe over and over again the same air, they will become exhausted and lose interest in their work. This good ventilation of shops is not only necessary to the health of the workmen, but it is also a source of economy, since the men keep the vigor



necessary to perform their work with alertness and enthusiasm throughout the whole day.

Then, of course, in Winter the shops have to be heated, and to secure the best system of heating and ventilating, one should depend on the other; that is, the system should be a combined system of heating and ventilating. A few words regarding the placement of the fresh air inlet and the foul air outlet, and best way of heating the air for the shops would not be out of place.

The air, as it is expelled from a person's lungs, is warmer than the surrounding air, and, therefore, tends to rise. However, since this air is laden with impurities, such as carbon dioxide, it is at the same temperature heavier than ordinary fresh air. Now, the air is expelled from the nostrils in a downward direction, and, therefore, will continue in that direction for a certain time, and at the same time is being rapidly cooled to the temperature of the surrounding air. Therefore, by the time its downward velocity is overcome, and its lightness has asserted itself and it begins to rise, in all probability it will have been cooled to the temperature of the room, and will again begin to fall.

From this consideration it would prove the best policy to have the foul air outlets near the floor, provided that a current of cold air is not entering at the floor, and there were a draft created. The necessity for this provision is quite evident, since the cold air is heavier than the impure air at the ordinary temperature of the room and, consequently, if both the cold air inlet and the foul air outlet were at the floor, and there were a draft created, the outlet would not be a foul air outlet at all, but a cold air outlet, since the cold air would form a steady stream from inlet to outlet.

If the outlet is to be at the floor, the inlet should be half way up the wall of the shop, where a draft should be created; perhaps the best way for an ordinary machine shop being by use of a fan. Then to consider the heating problem, it is very desirable, both from the heating and from ventilation standpoint, that the air as it enters should be raised to a certain temperature, not necessarily to the temperature desired for the shop, but high enough so that its heaviness will not cause it at once to drop to the floor. This heating can be done by having the air as it enters pass through a set of steam or hot

## Spring-Time

is pipe fitting time. New lines are laid, and old ones put in shape.

There ought to be business in your district for you, if you're looking after it.

**WROUGHT PIPE** you'll find a desirable and profitable line to handle.

Land the orders and turn them in to your jobber, not forgetting, though, to specify



pipe.

It is pipe all right, and good pipe—the quality will speak for itself.

**THE MONTREAL ROLLING MILLS CO.**

... FULL STOCK ...

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

STRONG  
DURABLE  
LIGHT



POROUS  
AND  
CHEAP

**General Stores**

Our assortments of Flower Pots are exactly suited to your needs.

NO. 1 ASSORTMENT - \$5.10  
NO. 2 ASSORTMENT - \$4.15

Ready Crated for Rush Orders.

**The FOSTER POTTERY CO.**  
HAMILTON. Limited



**KERR'S GENUINE WEBER  
GATE VALVES**

have many imitations, but none equal the "real" article, made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

**The KERR ENGINE CO.,**  
LIMITED.  
WALKERVILLE, ONT., CANADA



PIPE THAT IS PIPE

THIS IS OUR BRAND

P-H



You Want It.

See that You Get It.



THIS IS OUR TAG



BLACK AND GALVANIZED.

TAKE NO OTHER.

PAGE-HERSEY IRON AND TUBE CO., LIMITED, GUELPH, CANADA

BRONZE POWDER AND LIQUID

is used by every steam-fitter. Ask your supply house for our goods for best results. Or, if they have not, got them, write direct to

R. E. THORNE

768 Craig Street  
MONTREAL

29 Melinda Street  
TORONTO

JARDINE'S  
Taps and Dies

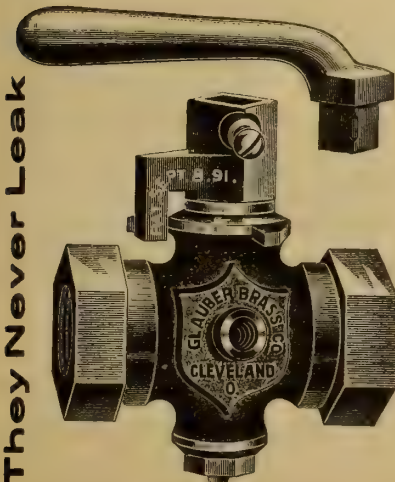
They are Always Right.  
Quality --- THE BEST.



A. B. JARDINE & CO.  
HESPELER - - - ONTARIO

GLAUBER

GUARANTEED



They Never Leak

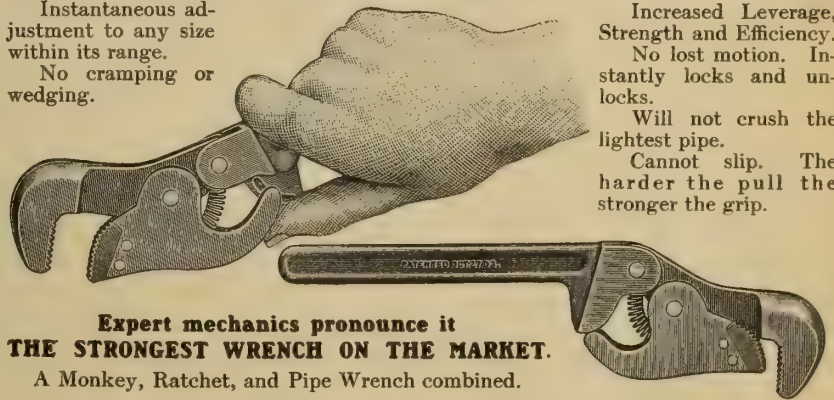
Always Work Easy

BEST IN THE WORLD

THE BULLARD AUTOMATIC WRENCH

PATENTED OCT. 27, 1903

Instantaneous adjustment to any size within its range.  
No cramping or wedging.



Increased Leverage, Strength and Efficiency.  
No lost motion. Instantly locks and unlocks.  
Will not crush the lightest pipe.  
Cannot slip. The harder the pull the stronger the grip.

Expert mechanics pronounce it  
THE STRONGEST WRENCH ON THE MARKET.  
A Monkey, Ratchet, and Pipe Wrench combined.

Sold by all Jobbers in United States, Canada, and Foreign Countries.

Manufactured only by  
BULLARD AUTOMATIC WRENCH CO.  
PROVIDENCE, R. I.

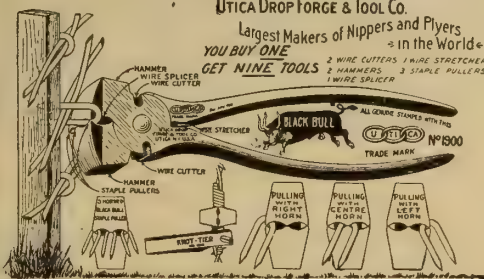
WRITE FOR BOOKLET  
AND PRICES.

UTICA FENCE TOOL & BUTTON PLYER

UTICA DROP FORGE & TOOL CO.

Largest Makers of Nippers and Plyers  
in the World

YOU BUY ONE  
GET NINE TOOLS



UTICA BLACK BULL

THREE HORNED STAPLE PULLER

Has Three Strong  
Pulling Points.

Each Tool is Tested before leaving  
the Factory.

Fully Guaranteed.

Write for Green Book of Hardware.

UTICA DROP FORGE & TOOL CO.

296 Broadway, NEW YORK.

Canadian Office, 215 Coristine Bldg.,  
MONTREAL, Canada.

A MISTAKE

to think that because a thing is comparatively new it is on that account not so good as the older article.

THE ECONOMICAL  
HOT WATER BOILER

is comparatively new. It is new, because something new in Hot Water Boilers was needed.

OUR BOOKLET EXPLAINS IT.

P. GIES, Founder, BERLIN, ONT.





water coils. After the air has entered it may be raised to the desired temperature for working in by direct radiation from steam or hot water pipes.

For very apparent reasons it is much more desirable that the pipes be some distance from the floor in a machine shop. The best of these reasons is that the tools are generally arranged near the windows and, therefore, near the wall, and if there were a row of steam or hot water pipes along the wall next the floor it would not be very comfortable for the operators of these machines.

In arranging a heating and ventilating system in a machine shop it is only

Number. The size of the showrooms and general office illustrate the fact that the company's business is both large in quantity and good in quality.

#### An Anti-Freezing Solution.

**A**N English exchange gives the following recipe for a solution to put in high-pressure heating apparatus pipes to prevent the water from freezing:

Percentage of Calcium Chloride.	Specific Gravity.	Freezing Point Deg. Fahr.
10 .....	1.085 .....	21½
12 .....	1.103 .....	18
14 .....	1.121 .....	14½
16 .....	1.140 .....	10

For English temperatures, the pipes being inside a building, it is probable

street, and is fitting it up for a retail electrical supply house. The price paid for the building was \$35,000. Mr. Stuart intends going into the business on a large scale and says there is no large wholesale electrical supply house west of Toronto, and the need of one is strongly felt. He has purchased the bankrupt stock of the E. S. Harrison Electrical Supply Co.

The Port Arthur Board of Trade will ask the Government to develop power of Kakabeka Falls, as it is believed that with public ownership, power could be sold for from \$7 to \$10 per horse-power. With development of power it is believed that Port Arthur would become the Liverpool of Canada. The immense country to the west would afford a great market for all manufactured articles. Since the by-law for the blast furnace has passed, a number of manufacturers have written to ascertain if sites were obtainable for the location of industries.

#### Fireproof Building.

Mr. Wilson Irwin, of Toronto, who organized the Montreal and Ottawa Peat Fuel Co., and erected large works at Dobson, Ont., has successfully formed another company in Winnipeg. The stock is mostly held by Winnipeg capitalists and will be known as the Manitoba Peat Fuel Co., Limited. They are now engaged in erecting a plant at Fort Frances, Ont. The building will be fireproof, being composed of cement, reinforced by expanded metal. The roofs are to be covered with corrugated iron.

#### New Building for McClary's.

The McClary Manufacturing Co. have decided to still further enlarge their manufacturing plant in Montreal. Only a few weeks ago the company had an immense warehouse completed, and now they announce that contracts have been awarded for the construction of another building, the entire cost of which will be about \$10,000. The structure will be of stone, brick and cement, fireproof throughout, and it will be used for patternmaking and fitting, in connection with the new foundry on Trafalgar street.

#### A PAINT CATALOGUE.

A catalogue which might easily be called a marine paint catalogue because it deals exclusively with colors and paints especially adapted for the use of vessels and parts of vessels, has been issued by the Canada Paint Co., of Montreal. The catalogue, besides being profusely illustrated with some of our prominent Canadian steamers, has had set apart a portion for the illustration of colors, giving information as to which part of the vessel they might be used to the best advantage on. Retail merchants dealing in boat paints should send to the above address for one of these catalogues.

#### Plumbing and Electrical Notes.

Calgary has decided to go ahead with the installation of an electric plant for domestic and street lighting, at a cost of \$60,000. R. S. Kelsch, of Montreal, was selected as consulting engineer.

Mr. James Stuart, president of the Stuart Machinery Co., Winnipeg, has purchased the northern half of Miller & Morse's old warehouse on Princess

#### The Mechanics' Supply Co.

The two cuts we reproduce this week will give an idea of the immensity of the business of the Mechanics' Supply Co., of Quebec, built up largely by the enterprise and energy of Mr. W. H. Wiggs, the manager of the company. An extended review of the growth of the company appeared in our Spring Trade

General Offices of The Mechanics' Supply Co. at Quebec.

necessary that a few of the common laws of ventilating should be followed, and that good commonsense is displayed in the arrangement of the system, so that one good point may not be spoiled by the application of another which does not suit the system being carried out.

that a 12-per-cent. solution will resist frost. Calcium chloride readily dissolves in cold water, but more quickly still in hot water. If a strong solution is made and water added afterwards, it is necessary to mix them thoroughly, as the solution is heavier than water.





## MONEY IN PAINTS



It is right in these two lines.

They work together as business pullers.

The price you buy them at is correct.

They make a handsome appearance on your shelves. You have handsome cards to show your customers, and the tin carries the stock that makes buildings look fresh and bright, stands as paint should stand, satisfies your customers and brings trade.

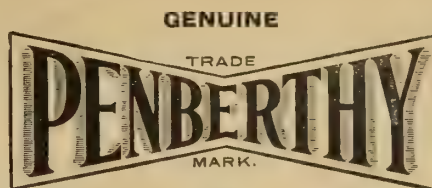
You can get your price for **Ramsay's Paints**.

**A. RAMSAY & SON COMPANY,**

Est. 1842

MONTREAL

The Paint Makers



SAFE



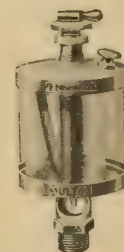
SIMPLE

**AUTOMATIC INJECTOR**  
**Penberthy Oil Cups Lead**



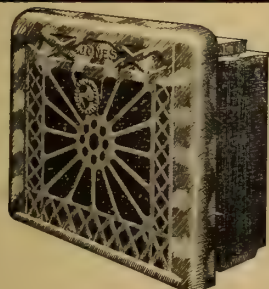
"SALUTE"  
Snap Lever Oiler

MADE IN  
CANADA

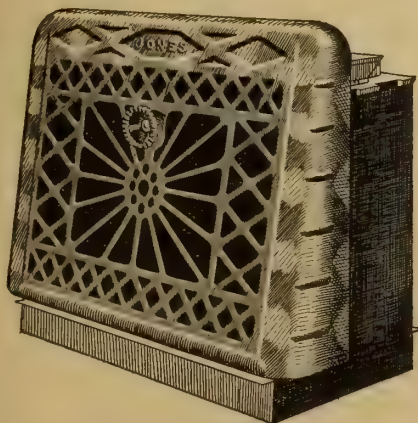


"SULTAN"  
Gas Engine Oiler

**ASK YOUR DEALER**



**A No. 12 JONES REGISTER**  
For second floor room. Bottom Collar fits  $3\frac{1}{4} \times 12$  or No. 8 Wall Pipe.



**A No. 15 JONES REGISTER**  
For first floor rooms. Bottom Collar,  $7 \times 14$ . These Registers are fitted with a Top Collar which fits  $3\frac{1}{4} \times 12$  Wall Pipe or a plate when used for heating one room on the first floor.

## ADVANCED METHODS OF WARM AIR HEATING

Is the title of our latest catalogue which illustrates and describes the

### **JONES SIDE-WALL REGISTERS, AND THE JONES SYSTEM OF WARM AIR HEATING**

These Registers have been on the market since 1901 and are used by between five and six thousand of the best furnace dealers in Canada and the United States.

By the use of Jones Registers the efficiency of the furnace is increased; at the same time, the cost of installing furnace is reduced.

### **BE UP-TO-DATE AND USE THE BEST**

There is included with each Jones Register, the register which is also a border, a double register box, a ventilator and a deflector. Wall pipes are two feet shorter and but one-half the number of basement pipes ordinarily used are necessary.

Manufactured by  
**THE JONES REGISTER CO.**  
295 College St., Toronto, Ont.

Manufactured for  
**MERRICK-ANDERSON CO.**  
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**Burchard St. & D.T. & M.R.R., BATTLE CREEK, MICH.**

OUR CATALOGUE FREE ON APPLICATION



With Jones Registers but one-half the number basement pipes are necessary.



# Plumbing Markets

## THE PLUMBING SUPPLIES MARKET.

Quebec.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, April 7, 1905.

**R** EPORTS received from travelers in the Lower Provinces state that trade in those provinces has brightened up to a considerable extent during the past week. The open weather of the past few days has enabled the local plumbers to begin on outside contract work which has been standing unfinished since last season. The demand for all lines of goods is in advance of last year. Local wholesale houses have been busily engaged since the first of the month shipping orders, in consequence of the low freight rates which came into effect on that date. Orders are now being received which call for shipment on April 15th, while numerous others which are being received do not call for shipment until after the opening of navigation.

**Range Boilers**—Our quotations are: Iron clad, 30 gallon, \$6, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22; 35 gallon, \$24; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—During the week under review lead pipe has become easier. This is noticed from the fact that a larger discount is being given. The amount of orders continue to arrive in unchanged condition. We quote the following prices: Discount 30 and 5 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Soil Pipe and Fittings**—Orders of an appreciative character continue to arrive. Orders arriving within the past few days call for immediate shipment, instead of future shipment, as formerly. Our quotations are: Soil pipe standard, 50 and 10 per cent. off list. Standard fittings, 50 and 10, and 10 per cent. off list. Medium and extra heavy soil pipe 60 per cent. off. Fittings 60 and 10 per cent. off.

**Iron Pipe Fittings**—Trade continues to be brisk. Discount on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—A good demand still continues for iron pipe, and local rolling mills still have to continue in operation night and day in order to meet the demand. Prices are firm, but no change is anticipated at present. Our quotations are as follows: Standard pipe, in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 1-2 per cent.; 3-8 inch, 62 1-2 per cent.; 1-2 inch, 72 1-2 per cent.;

3-4 inch, and upwards, 74 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 62 per cent.; 3-4 inch and upwards, 64 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches, \$36.00; 2 inches, \$50.00. The discount for black pipe is: 72 1-2 per cent., and for galvanized, 61 per cent.

## Ontario.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, April 7, 1905.

**T**RADE continues to improve in all branches of plumbing goods, the mild weather of the past month and the great spurt which has taken place in building having given a tre-

## ANNUAL CONVENTION OF THE PROVINCIAL ASSOCIATION OF MASTER PLUMBERS

WILL BE HELD AT

GUELPH, FRIDAY, APRIL 21.

Single fare is obtainable on all railways owing to the Easter Holidays.

The Executive Committee meets on Thursday evening, April 20, at the Wellington Hotel, Guelph. Sessions of the Convention will be held in Castle Hall, Opera House Block, opposite the Wellington Hotel.

Western Ontario is now organized on a 100 per cent. basis, and will be fully represented at the Convention. Eastern Ontario will also send a good delegation, and an effort is being made to perfect the organization in this district.

Every member of the trade should attend.

For further information, address

W. MANSELL, Pres.,  
Toronto

W. H. MEREDITH, Sec.,  
Toronto

mendous impetus to the trade in roughing in and finishing goods. There is some fear that labor troubles may develop about the first of May, but it is the general impression that this river will be bridged and the present year's business will be greater than the plumbing trade in Canada has yet experienced. From all parts of Canada large-sized orders are being received, even the northern districts sending in a fair proportion. There has been a slight drop in prices quoted for lead pipe, this being the only change we have to record this week. An increase in the price of Canadian ware is booked to take place within a few days, however. The Standard Ideal Co. are sending out revised quotations showing an increase in the figures listed for their various lines of goods, this change taking effect concurrent with the publication of their new catalogue.

**Lead Pipe**—A drop of 5 per cent. is noted in the discounts in this line. Good business is reported. We quote as follows: Lead, 7c.; lead waste pipe, 8c.; discount, 30 and 5 per cent.

**Soil Pipe and Fittings**—The market shows an increasing demand. Prices remain as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe Fittings**—The demand is quite active, with some large orders being placed. We quote: Malleable fittings 20 to 25 per cent. for American and 35 per cent. for Canadian; cast iron (standard), bushings, 65 per cent.; headers, 60 per cent.; flanged, unions, 60 per cent.; lipped unions, 60 and 5 per cent.; malleable bushings, 60 per cent.; nipples up to 6 inch inclusive, 75 per cent.

**Copper Range Boilers**—An increasing demand is noted. The discount continues unchanged at 15 per cent.

**Galvanized Iron Range Boilers**—There is a firm demand, while prices remain unchanged. Quotations are: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$5; extra heavy, \$7.50; 35 gallons, standard, \$6; extra heavy \$8.50; 40 gallons, standard, \$7; extra heavy, \$9.50; 52 gallons, standard, \$11; extra heavy, \$14; 66 gallons, standard, \$18; extra heavy, \$20; 82 gallons, standard, \$21; extra heavy, \$24; 100 gallons, standard, \$29; extra heavy, \$34; 120 gallons, standard, \$34; extra heavy, \$40; 144 gallons, standard, \$47; extra heavy, \$55.

**Iron Pipe**—The demand is very active. Our quotations remain as follows: Black, 1-4 inch, \$2.03; 3-8 inch, \$2.06; 1-2 inch, \$2.29; 3-4 inch, \$2.87; 1 inch, \$4.12; 1 1-4 inch, \$5.62; 1 1-2 inch, \$6.75; 2 inch, \$9. Galvanized, 1-4 inch, \$2.86; 3-8 inch, \$2.89; 1-2 inch, \$3.14; 3-4 inch, \$4.02; 1 inch, \$5.77; 1 1-4 inch, \$7.87; 1 1-2 inch, \$9.45; 2 inch, \$12.60.

**Solder**—Prices remain unaltered, the demand being normal. We quote: Bar solder, half and half, guaranteed, is quoted at 18 1-2c.; wiping solder at 17 1-2c., and refined 17 1-2c.

**Enamelled Ware**—Demand is very active. A new list of prices is expected to be in force next week. We still quote: Baths rolled rim 5 1-2 feet, 2 1-2 in. rim A quality, \$21.25; B quality, \$23.60; 3 in. rim, A quality, \$23.60; B quality, \$19; 5 feet, 2 1-2 in. rim, A quality, \$18.40; B quality, \$17.25; 3 in. rim, A quality, \$20.75; B quality, \$17.25. Lavatories, plate 116D, A quality, \$8.90; B quality, \$7.50; 118D, A quality, \$5.70; B, \$4.80; 120D, A quality, \$5.60; B quality, \$4.70; 122D, A quality, \$5.20; B quality, \$4.50. Sinks, 18 x 30 in., flat rim, \$2.50; B quality, \$2.00.

Into 10 parts boiling linseed oil previously boiled, stir 20 parts white lead and 12 white pipe clay. Knead the mass thoroughly. Let articles cemented stand several weeks to harden.



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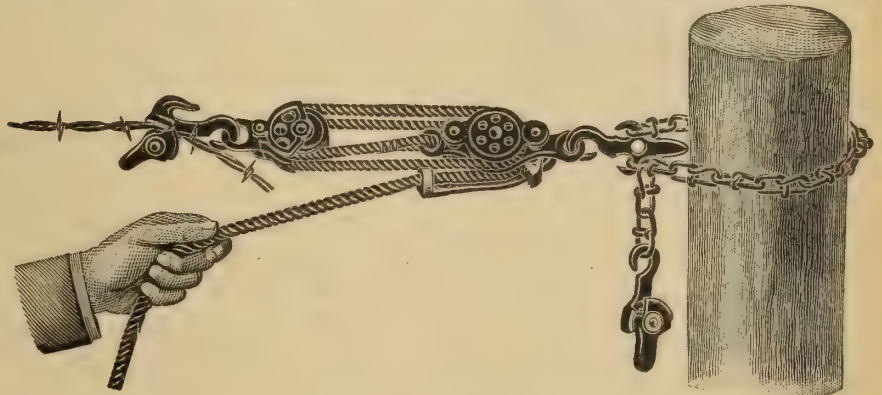
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None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



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# — ALUMINUM — THREE-GALLON TEA POT

**YOU  
WANT  
THE  
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ALSO MADE IN  
6, 9 AND 12 CUP SIZES

**WE  
MAKE  
THE  
BEST**

Aluminum utensils take and retain the heat better than any other kind.

Aluminum does not rust, no danger of poison, does not taste the coffee, and can be set on the stove without any detrimental effects to either the coffee or the pot.

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Style "A" with Double Reversible Steel Bow Lever, Patented Cream Breakers.

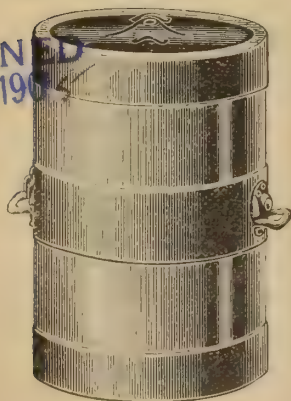
Style "E" with Hand and Foot combination drive and spring attachment, producing an easy and elastic motion.

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Both styles are fitted with our improved Steel Ball Bearings and mounted on Rigid Angle Steel Stands.

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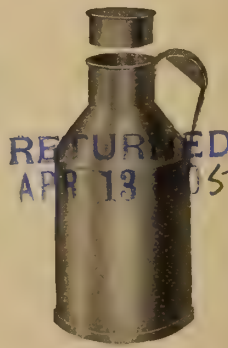
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Milk Can



Samson  
Milk Pail



Samson  
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Samson  
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To Owner

Cut Book

Page 25

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With the coming of spring weather and green grass, the demand for these goods will greatly increase.

Are you prepared to meet it? If not, we can fill your orders promptly.

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### NEW ADVERTISEMENTS:

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### THE PASSING OF NIAGARA.

MUCH has been heard of the "passing of the horse," and many unfulfilled prophecies have been uttered in that connection with little prospect of their being materialized. As far as present indications go, the "passing of Niagara" is more of a reality. In fact, it is certain that before many years have come and gone the grand and sublime spectacle as it appears to-day will be a thing of the past. The danger of the Canadian Fall being obliterated is not great, but the destruction of the American Fall seems imminent. Being nine feet higher, it is certain that while there is yet, at least, nine feet of water passing over the Canadian cataract, the visitor to the American side may stand dryshod on the precipice at the brink of the pre-

sent fall and view the scene, in the same way as he may to-day, from Terrapin Rock.

This fact has already been borne home to some of the most public-spirited citizens of the United States, and has caused no small flurry of excitement. Their agitation is not without reason. When a strong wind has been known to lower the level at the mouth of the river sufficiently to cause a cessation of the flow on that side, it must be recognized how slight are its chances of existence when a large percentage of the river flow is diverted to other channels.

The development of the water-power at the Falls itself is not the only influence at work, leading towards its destruction. There are many other channels by which water from the Great Lakes may be diverted, any or all of which will work towards the same end, namely, that of lessening the present flow of the Niagara River. Now, the River Niagara carries practically all the discharge from the upper lakes—Superior, Michigan, Huron and Lake Erie. This will not always be so. For instance, any water power developed along the Welland Canal will affect the flow, and although there is only one company of any importance utilizing the water of Lake Erie in this way, there will in all probability be others in the near future. Again, there is the question of a canal from Georgian Bay to Lake Ontario, whereby a large quantity of water would be brought directly from Lake Huron without going by the way of the Niagara Peninsula. There is also the possibility of diverting some of the water from Lake Michigan into the Illinois River at Joliet, only 25 miles away, and developing a great water-power, the Chicago drainage canal being an example of what is possible at this point. Private companies will continue to spring up with a view to acquiring further rights at Niagara Falls itself; and it is already proposed to develop more power on the Ontario side than is at present in process of development.

It can hardly be expected that such companies will not cease to avail themselves of the advantage of the power that can be so cheaply developed, and get a share of the profits to be realized.

A million and a half horse-power is capable of being developed, and what is its value? The best manner in which to view the question is on a basis of an equivalent saving of fuel consumption. For steam-developed power it takes on an average of three pounds of coal per horse-power hour, or 12.14 tons per year. Assuming that 50 per cent. load factor be the average for this power for 24 hours in the day, we have three-quarters of a million horse-power years, or an equivalent to 9,105,000 tons of coal consumed per annum. This, with coal at \$3 per ton, which is about the average in Ontario, means a yearly revenue of \$27,315,000, which, on a 5 per cent. basis, represents a capital stock of \$546,300,000. Small wonder, then, that companies are not slow to endeavour to acquire concessions and rights for long periods of time.

All this development is going to give an impetus to manufacture and industrial progress, and the question that must be decided, and decided soon, is whether it is better to continue developing the water-power to promote industry or to take steps to preserve for future generations this, one of the grandest of natural phenomena.

### NATIONALIZING THE TELEPHONE.

CANADIAN business men incline to the opinion that Sir William Mulock's speech on Monday, Mar. 20, advocating public ownership of the Canadian telephone service, is one of the most important ever delivered in the Dominion Parliament. The reason is because the scheme proposed promises to revolutionize living conditions throughout Canada, especially in small communities and in country districts. The plans have not yet been worked out in detail, but in a general way, Sir William Mulock's idea is that the State should own and control the main system, or long-distance telephone line, and municipalities the local services and feeding lines, thus overcoming the difficulty



on the part of the Government in establishing local services, collecting rates, making repairs, etc.; and at the same time dividing the cost of local telephone service among telephone users, who, in turn, will be taxed by the municipal authorities.

It goes without saying that the possibility of having general telephone communication will be warmly received by citizens in rural communities, where the need of quick communication between farm and farm and market centre, is growing as the country becomes more thickly settled. This, it is claimed, can be satisfactorily accomplished by a system of automatic telephones, whereby a dozen or so subscribers may be served without the intervention of an exchange.

Although we have not always been in accord with the Postmaster-General, his proposal of a public telephone service cannot help meeting with the hearty approval of every sensible Canadian business man. The difficulty of municipal ownership and control of the long-distance lines seems to be in a fair way towards solution, and there can be no doubt as to the indirect effect such a scheme will have when worked out in developing the resources of the country.

#### DEMURRAGE COMPLAINT.

THE Canadian railways are having their own time of it in the face of the multitudinous requests that are pouring in from manufacturers and wholesale and retail merchants throughout the country for more satisfactory arrangements in regard to freight regulations. No one seems to be satisfied with existing conditions and directly a man registers a complaint he is passed to the Government and back again to the railway authorities, until he loses himself in the tangle and prefers to put up with the inconvenience rather than to be subjected to so much fruitless annoyance.

As an example of the unfair treatment that is being meted out to Canadian manufacturers every day, we may cite a case in Hamilton, where the railways take their own time in delivering shipments of clay to private sidings, regardless of the convenience of the consignee, whereas extra charges are imposed on the latter if a car is not emptied with-

in the time prescribed in the railroad schedule. Anyone conversant with the pottery business knows that clays are very susceptible to weather conditions, and that to unload in rainy or damp weather practically means their ruination. It is a pity that those in charge of Canadian transportation cannot secure an equitable adjustment of such grievances.

#### GAINING THE SYMPATHY OF THE WORKMEN.

A GOOD plan has recently been adopted by the Hamilton Bridge Works which, if more generally adopted, would be the means of bringing about a stronger spirit of union between employers and employes, and have the effect of avoiding many of the strikes that are at present only too common.

#### KIND WORDS WE APPRECIATE.

HARDWARE AND METAL is in receipt of a letter from Mr. W. S. Fisher, of Emerson & Fisher, wholesale hardware merchants and stove manufacturers, St. John, N.B., in which most complimentary terms are used in regard to the last special number of HARDWARE AND METAL. Mr. Fisher says:

"I cannot refrain from dropping you a line of congratulation. It is the best number of your paper that I have yet seen, and full of interest to every hardware and stove man and compares more than favorably with any American production."

A notice was recently posted by the president of the company as follows: "A dining and reading-room have been provided by the company for the use of employes during noon hour. The room will be opened at 6.45 a.m., so as to enable those desiring to use it to leave their dinner there. It will then be locked again and opened at noon. As this is for the general comfort of the employes we hope that everyone will take an interest in seeing that it is kept neat and clean.

"The company have subscribed a sufficient sum to the Hamilton Art School to enable them to nominate four pupils, who will receive free instruction in mechanical and structural drawing for one year. Those desirous of taking ad-

vantage of this will apply—through the superintendent—to the company's engineer.

"The company has also procured a library from the International School of Correspondence in technical work, which consists of books on structural steel, general engineering, mechanical engineering and electrical engineering. These works will be available for the use of employes who desire to improve themselves in their present vocation."

An act on the part of any company or industrial concern such as this cannot fail to be appreciated by those connected with the establishment, and we are sure that the Hamilton Bridge Works will have no cause to regret the outlay coincident with the above announcement, but will establish a bond of union between themselves and their help that will strengthen as the years go by. This spirit might well be emulated by other firms, especially those who from time to time experience trouble with their workmen, as a proper feeling of sympathy between a company and its employes is the greatest guarantee of an absence of labor difficulties.

#### THE EVOLUTION IN RAIL-ROADING.

HOW customary it is for us to take things as a matter of course, without expressing any surprise at any wonderful change or new invention which has been introduced. It is only a few years ago since Jules Verne wrote a book about a submarine boat. Now these boats exist in all parts of the world. Surprise might be expressed if we were told that we would be making every-day trips in air-ships ten or twenty years hence, yet the evolution of aerial navigation will probably creep along so gradually that our first voyage will be made with as little excitement as we experienced on our 21st birthday. Evolution is like the growth of a child or a chicken. We realize its coming while yet in the embryo, the bursting of the shell causes a little excitement, but the after development is all taken as a matter of course, until finally, surprise is occasioned by the realization of the



fact that the child is full grown and a man like ourselves.

The evolution of railroading is of a similar nature. Only 75 years ago the crude steam locomotive was on trial, and to-day the electric locomotive is a living fact. Chauncey M. Depew, one of America's greatest railroad kings, recently awoke to the wonderful development being made in transportation. He presents the evolution in a graphic manner, as follows:

"This is the age of electricity, and we have yet to discover a limit to the wonders of which that energy is capable. It seems only yesterday that we marvelled at the electrically-driven street car, yet to-day we are preparing for the electric railways which will run from the Atlantic to the Pacific. I do not believe that the public is aware of the immense task that the railways have assumed, nor what its completion means. I am staggered myself when I contrast the arising conditions with those that prevailed when I entered the service in 1866. Then a freight car of ten tons' capacity was almost a freak, and a locomotive weighing 25 tons a marvel. Now a 50-ton freight car and a 125-ton engine are commonplace. Then it cost shippers six cents a ton a mile to have their freight carried, now it costs about .66 of a cent for the same units, and that notwithstanding the fact that operating expenses have been radically increased, while wages have ascended 50 per cent." He predicts that the new power will grow cheaper as its use is extended, and that still further reductions in freight rates will result.

#### AN IMPORTANT MERGER.

THE taking over of the Bertram Engine Works by the Canada Foundry Co. is an important incident in the industrial development of Canada, providing, as it does, an outlet for the raw material produced in the foundry. The amalgamation will aid in many ways the building up of a great shipbuilding industry, and the savings of co-operation will be made by both industries being under the one board of directors.

A definite announcement of the amalgamation has not yet been made, but negotiations are practically completed, and it is a significant fact that the Canada Foundry Co. has authorized the

issuance of \$2,000,000 additional stock, \$900,000 of which is to be put on the market at once.

The Bertram Engine Works were established in 1892, when the late Mr. George Bertram secured control of the Doty Engine Co. Two years later the shipyards were established, and in 1900, when Mr. Bertram died, the late Mr. John Bertram took control. The enterprise is a very large one. The shipyards employ 175 hands and the engine works over 325. The company built the palace steamers Toronto and Kingston, the Chippewa and Corona, and a dozen or more large freight, ore, and grain carriers for the upper lakes, in addition to many smaller steamers and ferry boats.

#### U.S. STEEL TRUST IN CANADA.

SEVERAL officials of the United States Steel Corporation, including Vice-President Cayly and James Farrell, manager of the export sales department, visited several points in Ontario last week.

The party first visited Port Colborne, then passed on to Walkerville and Windsor, passing thence to Detroit, where they were interviewed by a deputation from Sarnia. Later they went on to Sault Ste. Marie, where a visit to the smelter and the steel rail mill was made. After the examination of the "Soo" works was completed the party looked over the principal iron ore properties on the north shore.

Several attempts to learn the object of this visit were made by newspapermen and interested business men, but the information given out was meagre in the extreme.

Information has come to Hardware and Metal from other sources to the effect that the inquiry made by representatives of the corporation some months ago has satisfied the officials that the Canadian market is large enough to warrant the establishment of works here. The present visit is only one of many that have been made to possible manufacturing sites in this country by officials of the companies in recent months, the only difference being that this trip has been more ostentatious than customary. Whether or not there will be any outcome of this visit will only be learned when the company decides to announce its decision.

#### CAN STRIKES BE AVOIDED?

EVEN in Canada, where labor difficulties have been mild in comparison with what other countries have experienced, there has been enough trouble between organized labor and capital to arouse comment. Two long-fought-out strikes in particular within the last year in the metal and machinery trades have ended unsatisfactorily to all concerned. Builders' strikes in Montreal and elsewhere retarded progress not a little. The master pilots helped to disorganize matters in commercial circles during the past season, and many a cargo was delayed in reaching its destination. Legislation has been backward in dealing with this important question.

The latest movement in labor circles that is likely to be of national import is an agitation amongst the marine engineers to open hostilities on the commencement of navigation. What this would mean to trade and commerce is well known, and earnest efforts should be made to retard its culmination.

While it is recognised that the proper way to avoid strikes is to have a tangible bond or union between employers and employes, it is equally well known that this is not always possible, for the same reason that even man and wife do not always live in harmony—on account of differences of opinion. Arbitration is no doubt the proper solution of the problem. Since capital and labor sometimes refuse to arbitrate, it should be compulsory under Government supervision. If a law were passed prohibiting general strikes and compelling a board of arbitration to meet to settle differences in cases where a climax has been reached, consisting of representatives from each side and from the Government, arrangements could of surety be made with less trouble, little expense and infinitely less hardship and general inconvenience than is felt as matters at present exist.

Mr. A. S. Rogers has retired from the management of the Rogers Coal Co., Hamilton, to assume a similar position with the same firm in Toronto.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 58.)

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, April 7, 1905.

**D**URING the past week the market in general has been firm. Larger and better orders are arriving more frequently from the Province of Prince Edward Island. Shipments, however, will not take place till after the boats begin running to the Island. The past week being the first week in April, and also being those days which immediately succeed the day upon which the lower and cheaper freight rates come into force, has caused an unusual rush in the shipping circles of the trade. Although local wholesale houses have been very busy during the past week, they all report that the majority of orders are well on the way to the receivers' hands. Now that low freight rates have come into force retail merchants are placing their orders with the idea of receiving immediate shipment. The regular Spring order which was so prevalent only quite recently has almost vanished, and in its place is the "assorting up" order. Retail merchants who reside in the neighborhood surrounding our local cities have deferred placing orders until the condition of the roads permitted them to journey to the wholesale houses, where they claim they prefer to do their purchasing. The warm weather of the past few days has caused these changes in the conditions, with the result that a large number of retail merchants who live in the vicinity surrounding the city have placed some large, general orders at the local wholesale houses. Sporting goods have a good demand.

**Axes**—Orders are being booked, shipment to take place next Fall. Prices continue unchanged. We quote the following: Chopping axes, unhandled, \$6 to \$9.50 a dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—Handles, like axes, have a demand which, unfortunately, does not begin to call for the goods until next Fall. Prices remain the same. We quote: axe handles, No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—Trade this Spring is better than it has been for some time. Orders are being booked more frequently. Our quotations are as follows: Hand sewing machines, \$11 each net; complete machines with stand, \$18 and up, according to quality.

**Lanterns**—Orders are not arriving as frequently as heretofore. Trade is expected to be quiet for some few months, or, at any rate, until the season when they are more frequently used begins. Our quotations are: Cold Blast, \$4.50; No. 0 Safety, \$3.50.

**Barb Wire**—The chief feature on the market this week is the heavy shipment of cars from the manufacturers to the merchant who retails to the consumer. We quote the following prices: \$2.75 for 100 lbs. f.o.b. Montreal; \$2.37 1-2 f.o.b. Cleveland. Carlots of 15 tons, \$2.25 f.o.b. Cleveland.

**Fence Staples**—The indication earlier in the season which pointed to a good fencing season among agriculturists has caused a good demand for staples. Our quotations are: \$2.65 per 100 lbs. keg, for bright, and \$3 for galvanized; 25 to 50 lb packages 25c. extra.

**Rivets and Burrs**—Trade continues to be steady. Shipments are moving freely. The following discounts are being quoted: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 45 per cent. off; and coppered iron rivets and burrs in 5 lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half-pound boxes.

**Screws**—Prophecies in regard to the coming building season have caused screws to have a good demand. We quote the following prices: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—The recent step taken by the American manufacturers in advancing their prices has caused the majority of the local wholesale dealers to withdraw their quotations, fearing that the Canadian manufacturer will take a step corresponding with that of his neighbor.

**Wire Nails**—Wire nails, like other articles classified with builders' supplies, has a good demand. Orders received now call for immediate shipment. We quote the following price, namely, at \$2.25 a keg f.o.b. Montreal.

**Cut Nails**—Cut nails have a fair demand, which, however, is not as heavy as in former years. Prices continue unchanged at \$2.20 a keg, f.o.b. Montreal.

**Horseshoes**—Assorting orders are arriving quite freely. Prices continue quite firm, although no advance is anticipated. Our quotations are as follows:

P. B. new pattern base price, \$3.50 per hundred lbs.; M. R. M. Company, latest improved pattern, iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; light steel shoes No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; featherweight, all sizes, 0 to 4, \$5.35; toe weight, all sizes, 1 to 4, \$6.60. Packing—Up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c.

**Horse Nails**—The increase in the demand for horseshoes has also increased the sales of horse nails. Orders which had been placed for some time are now being shipped forward.

**Sporting Goods**—Orders are now being booked for future shipment. Shot-loaded shells for shot guns, and shot guns have the best demand. The majority of orders call for shipment to take place just immediately before the hunting season opens. We quote: American centre fire cartridges, list net: sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B. B. caps, \$2 per thousand; C. B. caps, \$2.60 per thousand; standard shot, \$6.50 per hundred lbs.; chilled, \$7 per hundred lbs.; buck and steel, \$7.50 per hundred lbs.; ball, \$8 per hundred lbs. We quote discounts 15 per cent. on shot f.o.b. Montreal, Toronto, Hamilton, London, St. John, and Halifax.

**Building Paper**—Tarred and dry paper and carpet felt paper have each a good demand. Trade is brisk and is expected to continue so till the end of the building season.

**Cordage**—Trade is beginning to have a brisker appearance. As the harvesting season draws nearer more orders are arriving for binder twine. Trade in other brands of cordage is good, especially with rope, large quantities of it being used for vessel purposes.

**Cement and Firebrick**—Orders are being booked for future shipment. Trade is still backward, and is expected to continue so until after the opening of navigation, when the local dealers will be able to gain some information as to the amount of American Portland cement likely to be dumped on the home market. After this information has been gained the ruling price for the coming season may then be set. Trade in firebrick is quiet. Prices remain the same. We quote as follows: English cement, \$2 to \$2.10; Belgium, \$1.70 to \$2.10 per barrel, ex store, and American, \$2.15 to \$2.25 ex cars; Canadian Portland, \$1.90 to \$2. Firebrick, English and Scotch, \$18 to \$22; American, \$30 to \$35.

**Coil Chain**—Trade is quiet, although



there is a fair demand for chain for agricultural purposes. Trade in connection with the lumbering industry is not expected to brighten up until the first of the year. We quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Green Wire Cloth.**—A good demand is prevalent. Our quotations are: per 100 sq. ft. \$1.50.

**Poultry Netting.**—A steady trade continues to be the most noteworthy feature of the trade this week. Discount for two-inch nineteen-gauge standard extras at 60 and 5; for two-inch sixteen-gauge the discounts are 55 and 5 per cent.

**Spring Hinges.** There is a good demand for Spring hinges. Prices remain the same. Our quotations are as follows: No. 5, \$7.25 per gross; No. 19, \$18 per gross; No. 20, \$18.80 per gross; No. 120, \$20 per gross; No. 51, \$9.25; No. 50, \$27.50.

## Ontario Hardware Markets.

Office of HARDWARE AND METAL.

10 Front street east.

Toronto, April 7, 1905.

**B**USINESS continues very active in all Spring lines of hardware, and the mild weather has resulted in urging the jobbers' staffs to their utmost capacity. On top of the rush comes the announcement from the railways that freight will be accepted next Monday for the water routes, navigation opening very early this season.

The early commencement of building has given builders' hardware a boost, and tools and supplies are moving actively. Wire nails are in very strong demand, while cut nails are also being ordered in fair quantity. Farmers take advantage of early Spring to do considerable repair work and use a great deal of wire and nails. Wire fencing and poultry netting are moving lively.

**LAWN MOWERS.**—Orders are being placed in fair quantity for this line, the early Spring having given an impetus to the early demand.

**SPORTING GOODS.**—Fishing tackle and sporting goods are in active demand. Guns and ammunition are not so seasonable.

**WASHING MACHINES.**—Spring has brought a very strong demand for these goods, and in all sections the demand is increasing.

**CHAIN.**—The demand for lumbermen's chains is not so strong, but smaller chains for plows, etc., are in demand amongst farmers. Our quotations are as follows:  $\frac{1}{2}$  inch, \$6.50; 5-16 inch, \$4.15;  $\frac{3}{8}$  inch, \$3.85; 7-16 inch, \$3.70;  $\frac{1}{2}$  inch, \$3.55; 9-16 inch, \$3.45;  $\frac{5}{8}$  inch, \$3.35;  $\frac{3}{4}$  inch, \$3.25.

**STEP LADDERS.**—We quote at 10c per foot for 3 to 6 feet, and 11c per foot for 7 to 10 feet ladders.

**EXTENSION LADDERS.**—Waggoner, 40 per cent. off list.

**GALVANIZED WIRE.**—Prices remain firm and trade continues active. Quotations are: \$2.37 $\frac{1}{2}$  f.o.b. Cleveland.

**COILED SPRING WIRE.**—Prices remain stationary with demand very active.

**BARB WIRE.**—The demand for barb wire is very strong and its increasing use amongst farmers indicates that there will be more sold than ever during this season.

**WIRE NAILS.**—Demand is very active, prices being unchanged. Nominal quotations are \$2.25 f.o.b. Toronto.

**CUT NAILS.**—An increasing demand is reported. Prices remain firm. Quotations are \$2.40 per keg f.o.b. Toronto.

**HORSESHOES.**—A more active demand is reported. We quote: "P. B." base, \$3.65; "M.R.M. Co., latest improved pattern" are: Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; featherweight, all sizes, 0 to 4, \$5.50; toe weight, all sizes, 1 to 4, \$6.75. If shipped from factory 15c less.

**HORSE NAILS.**—There is a very good demand, and prices remain unaltered.

**SCREWS.**—No change in prices is recorded. The demand continues brisk.

**RIVETS AND BURRS.**—Trade continues active, prices remaining as before.

**BOLTS AND NUTS.**—Prices remain unchanged. The demand is firm.

**WOODENWARE.**—All lines are moving well, and the Spring has brought a greater demand for all lines.

**CORDAGE.**—A stronger demand is noted and dealers are preparing for a big season's business. Quotations continue: Binder twine, Blue Ribbon, 12 $\frac{1}{2}$ c; Red Cap, 11 $\frac{1}{2}$ c; Tiger, 10 $\frac{1}{2}$ c; and Stand-

ard, 9 $\frac{1}{2}$ c; manila, 11 $\frac{1}{2}$ c; British manila, 11c; sisal, 10 $\frac{1}{2}$ c; double lathyrum, 10 $\frac{1}{2}$ c; single lathyrum, 10c; sashcord, "Hercules," 30 to 32c; "Star," 36 to 38c; cotton twine, 3-ply, 24c; 4-ply, 29c; calking cotton, 16 $\frac{1}{2}$  to 17c; cotton waste, colored, 6 $\frac{1}{2}$ c; white, 11 to 13c.

**CEMENT.**—Spring business is increasing. Builders are ordering in fair quantity, taking advantage of the present low prices. We still quote: For carload orders f.o.b. Toronto, Canadian Portland, \$1.70 to \$1.80; American Portland, \$1.70 to \$1.80. For small orders, ex warehouse: Canadian Portland, \$2 to \$2.10; American Portland, \$2 to \$2.10.

**FIREBRICK.**—The increase in freight rates is likely to cause a rise in prices shortly in Scotch brick, of which the stocks on hand are very light. We quote: English and Scotch firebrick, 30 to 35c; American, low-grade, 25 to 30c; high-grade 32 $\frac{1}{2}$  to 40c.

### Hides, Tallow, Skins and Wool.

The hide and wool market is quiet, as usual at this season, the only change this week being the advance of 20c in deacons. We quote the following prices:

Hides, No. 1 green steers, per lb.	0 09
" " " " " "	0 08
" " " " " "	0 08
" " " " " "	0 07
Country hides, flats, per lb.	0 06
Calf skins, No. 1, selected	0 11
" " " " " "	0 09
Deacons (dairies), each	0 70
Sheep skins	1 25
Rendered tallow, per lb.	0 04
Unwashed wool, new clip, per lb.	0 13
Pulled wools, super, per lb.	0 23
extra	0 24

## METAL MARKETS AND MINING NOTES

**N**O changes of importance are to be recorded in the Toronto market this week, all lines continuing to be very active, tin showing the greatest movement, with a possibility of a rise of another half cent. Bar iron is also very firm. The feeling amongst the trade is very optimistic, the outlook for the present season being of a very bright character.

Many of the Montreal dealers, however, complain of a quietness in trade. This state of conditions is odd when we consider the prevailing conditions in other parts of the commercial field, and the supposition is that utilizers of metal and pig iron are waiting till after the opening of navigation before they order very extensively. In fact, many inquiries have been received by some of the local dealers this week, which indicate that something of a more substantial character will follow at a later date. Partially manufactured lines, such as tool steel, merchant steel, etc., have a good demand from the hardware merchants, manufacturing concerns, and blacksmiths throughout the country.

### Quebec.

Office of HARDWARE AND METAL.

232 McGill street,

Montreal, April 7, 1905.

**PIG IRON.**—The Canadian iron still controls the market. Trade is only normal. Prices continue unchanged. Our quotations are:

"Disc." No. 1	\$16.50 delivered Montreal.
"Dom." No. 1	17.50
Usual difference in price for lower grades.	
Ferrona No. 1	\$18.00 delivered Montreal.
" " No. 2	17.50
" " No. 3	16.50
" " No. 4	16.00
Londonderry	\$18.50 to \$19.00
Glengarnock	20.00
Gartsherrie	19.25
Carnbroe	18.50
Carron No. 1	20.00
" (special)	19.00
Ayresome No. 1	18.50
" " No. 3	18.00
Summerlee	20.00
Clarence No. 1	18.00
" " No. 3	17.50
No. Cleveland	18.00

**BAR IRON.**—A good demand continues. We quote the following: Merchant bar, \$1.80; horse-shoe iron, \$2.02 $\frac{1}{2}$ ; forged iron, \$2.05; best refined iron, \$2.20 net cash thirty days.

**TOOL STEEL.**—Prices remain the same. No new feature has appeared up-



on the market this week. Our quotations are as follows: Colonial and Black Diamond, 8c to 9c; Sanderson's, 8c to 45c, according to grade; Jessop's, 13c; Jonas & Clover's, 10c to 20c; "Air Hardening," 65c per lb.; Conqueror, 7½c; Conqueror High Speed steel, 60c.

**MERCHANT STEEL.**—Some orders of an appreciative character have been received from the blacksmiths and carriage manufacturers. Prices are firm and continued unchanged. We quote the following prices: Sleighshoe, \$1.97½; tire, \$2.07½; spring, \$2.75; toecalk, \$2.62½; machinery, iron finish, \$2.07½; reeled machinery steel, \$2.75; mild, \$1.97½ and upwards; rivet, \$1.97½ and upwards; net cash thirty days.

**COLD ROLLED SHAFTING.**—Orders continue to arrive quite freely. Prices are firm, but no advance is anticipated at present. Our quotations are as follows: Cold rolled shafting, ¾ inch to 17-16, \$3.85 per 100 lbs.; inch and a half to 3 inch, \$3.50 per 100 lbs.

**CANADA PLATES.**—Trade conditions remain the same. Prices continue unchanged. We quote the following: 52s, \$2.45; 60s, \$2.50; 75s, \$2.55; full polished, \$3.60; galvanized, 52s, \$3.90 to \$4; 60s, \$4.15 to \$4.25.

**BLACK SHEETS.**—Orders continue to arrive, but instead of calling for future shipment, they now call for immediate shipment. We quote the following prices: 28 gauge, \$2.15; 26 gauge, \$2.10; 22-24 gauge, \$2.05; 19-20 gauge, \$2.20; 8-10 gauge, \$2.30.

**GALVANIZED IRON.**—Tinsmiths throughout the country have sent in some substantial orders for galvanized iron. Prices continue firm and unchanged. Our quotations are: Queen's Head, 28 gauge, \$4.15; 26 gauge, \$3.90; 22 to 24 gauge, \$3.65; 16 to 20 gauge, \$3.55; Apollo, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.40; Fleur-de-Lis, 28 gauge, \$4; 26 gauge, \$3.75; 22 to 24 gauge, \$3.50; 16 to 20 gauge, \$3.40; Comet, 28 gauge, \$3.95; 26 gauge, \$3.70; 22 to 24 gauge, \$3.45; 16 to 20 gauge, \$3.40; Bell brand, 28 gauge, \$4; Gorbals' "Best Best," 28 gauge, \$4.15; "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05, in less than case lots, 25c extra.

**ANTIMONY.**—Antimony is firm. Our quotations are 9½c.

**SHEET ZINC.**—The zinc market continues unchanged. Prices remain firm. Our quotations are: Case lots, \$7; small lots, \$7.25.

**TIN PLATES.**—The demand continues to be steady for tin plates. Prices remain unchanged. We quote: Cokes, \$3.75; charcoal, \$4.

**INGOT TIN.**—During the week ingot tin has advanced one-half cent. Orders for large quantities might possible be obtained at the lower price, although the present conditions warrant dealers in obtaining the higher price as often as possible. The present price ranges from 33½c to 34c.

**INGOT COPPER.**—Copper continues to be firm. No concessions may be obtained at the prices quoted below. Our quotations are: 16½c and 16½c.

**INGOT ZINC.**—Zinc has become easier, although no change has been quoted on the price lists. Prices will, in all likelihood, continue unchanged. Our quotations are: 6½c to 7c.

**PIG LEAD.**—The tone of the market this week is slightly easier. We quote the following prices: From \$3.50 to \$3.60. No concessions being obtainable.

**BOILER TUBES.**—Prices continue unchanged. We quote the following prices: British and American tube, 1½ inch, 8½c; 2 inch, 8½c; 2½ inch, 10c; 3 inch, 12½c; 3½ inch, 16c; 4 inch, 20c; 5 inch, 45c. Price per foot net.

**SCRAP METAL AND OLD MATERIAL.**—There is no change noted on the market this week. The general conditions of the market of last week are prevalent. There is a good demand at present for wrought iron from the rolling mills. Cast iron has a good demand from the local foundries. During the week zinc has advanced one-quarter cent, and old rubbers have declined from one-quarter to one-half cent per lb. Trade in old rubbers is quiet. Some good collections have been made by the local dealers, but the manufacturers are not anxious to buy, as their season for using the stock has ended for a short time. Our quotations are as follows: Heavy copper and wire, 12½c; light copper, 11½c; heavy red brass, 10½c; yellow brass, 8½c; light brass, 6c; lead, 2½c; zinc, 3½c; machinery cast scrap, \$14; wrought scrap, \$14; stove plate scrap, \$11; No. 1 country rags, 75c to 90c per hundred lbs.; old rubbers, 5½c to 5½c.

### Ontario.

Office of HARDWARE AND METAL.

10 Front street east.

Toronto, April 7, 1905.

**PIG IRON.**—Trade continues active, some mills being required to work considerable overtime. We quote:

Middlesboro, f.o.b., Toronto.....	\$21 00
Hamilton, No. 1, at furnace.....	18 00
No. 2, ".....	17 50
Midland, No. 1, ".....	18 00
No. 2, ".....	17 50
Radnor, at furnace.....	27 50
Londonderry, at furnace.....	16 50 to 17 00

**BAR IRON.**—The demand is very active, with prices stiffening. Our quotations are as follows: \$1.90 f.o.b. Toronto, with discount of 2 per cent.; for extras as cut to length, while rolling, 2 feet and over, 10c per 100 lbs.; 1 foot and under 2 feet, 15c; under 1 foot, 20c; over 20 feet, by special agreement according to length and size.

**TIN.**—The market is extremely strong. Quotations remain from 32 to 34c per pound.

**GALVANIZED SHEETS.**—A steady demand exists. Prices remain unaltered.

**TIN PLATES.**—The market continues very active and prices firm.

**CANADA PLATES.**—Conditions are unchanged. The demand is active, with prices steady.

**BRASS.**—Demand continues strong, and prices unchanged. Discounts are 10 per cent.

**LEAD.**—The market is strong and there is a good business doing. There is no change in prices. We quote: Pig lead, \$3.80 per 100 lbs.; and bar lead, \$4.80 per 100 lbs.

**ZINC SPELTER.**—Demand continues active, with short supply available. Quotations are as follows: 7c per lb. for foreign and 5½ to 5½c per lb. for domestic.

**COPPER.**—The demand for copper ingots is strong and active. Prices re-

main as follows: Ingot copper, 16½c per lb. and sheet copper, 21c per lb.

**ANTIMONY.**—The market continues quiet, and prices unaltered.

**OLD MATERIAL.**—Metals are fairly active, with copper and brass rather stiff. Small shipments are being received from the country districts. We quote: Heavy copper and wire, 13c per lb.; light copper, 11½c per lb.; heavy red brass, 10½c per lb.; heavy yellow brass, 9c per lb.; light brass, 7c per lb.; tea lead, \$2.40 per 100 lbs.; heavy lead, \$2.60 per 100 lbs.; scrap zinc, 4c per lb.; iron, No. 1 wrought, \$10 to \$11; No. 2 wrought, \$3 to \$5; machinery cast scrap, \$14; stove plate, \$10; malleable and steel, \$5; old rubbers, 5c per lb.; country mixed rags, 65c per 100 lbs.

**COAL.**—The drop in prices of 50c on hard coal, which was noted last week, holds good on all April shipments. A drop of 10c has also been recorded on Youghioghny soft coal. We quote: Anthracite in cars at bridges: Grate, \$5 per gross ton; egg, stove and nut, \$5.25 per gross ton; pea, \$3 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.35; ¾ inch, \$1.25; run of mine, \$1.05; nut, 90c; N. P. and S., 60c., coarse slack, 40c; box cars 10 cents per ton additional.

Youghioghny soft coal in cars, bonded, at the bridges: 1½ inch, \$2.45; ¾ inch, \$2.35; mine run, \$2.25; slack, \$1.90.

For Manitoba Metal Markets see page 36.

At the annual meeting of the Nova Scotia Steel Co., R. E. Harris K.C., of Halifax, was elected president. Mr. Harris is a director of the Acadia Sugar Refining Co., the Robb Engine Co., Royal Securities Corporation, and the Eastern Trust Co., and is one of the foremost barristers of Halifax.

The schooner Agawa is being loaded at Sault Ste. Marie with 6,500 tons of steel rails, which will be sent to Port Arthur for the Canadian Pacific at the opening of navigation. It is said there will be a heavy movement of steel rails all the season.

News has been received from Dawson of a rich strike on Big Gold Creek, tributary to Sixty Mile River. A stampede resulted when the news reached Dawson. Two large nuggets, one weighing over 25 ounces, have been found on Hunker Creek.

The coal miners at Springhill are considering the proposal of the management of the Cumberland Coal and Railway Co. to cut wages of miners, about 12 per cent., equal to the last increase in wages. The cut would affect 500 employees out of the very large number of men in the employ of the company, and they, of course, are the best paid men in the mine. The company say they made no money last year; the men reply that nearly \$100,000 of new permanent improvements on the surface works and railway was paid for out of revenue. Trouble may develop out of the dispute.

The Nova Scotia Steel Co. is supplying considerable steel to the Canada



## PORTLAND CEMENT

DRAIN PIPES, CULVERT PIPES,  
SEWER BRICKS, INVERTS,  
FIRE BRICKS, FIRE CLAY,  
BUILDING BRICKS,  
FIRE PROOFING  
ROAD PAVING BRICKS  
and BLOCKS.

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For all purposes requiring the best quality.

It is "deadflat," well galvanized, true to gauge and specially soft for working-up. We guarantee every sheet bearing our brand.

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Direct Importers of:

Metals of every description, Wire Rope, Portland Cements, Firebricks, Ore Bags, Grain Bags, etc., etc.

Foundry, and it is said to be of decidedly superior quality.

\* \* \*

The Dominion Coal Co. expects to ship about 2,100,000 tons of coal this season, or about three or four hundred thousand more than last year. Of this, a small amount has been contracted for to be delivered in Toronto and other Ontario points.

\* \* \*

The Dominion Coal Co. are making arrangements for the erection of a discharging plant at Halifax. This is evidence that the company anticipates extending its business at this point as a tower costs all the way from twenty to forty thousand dollars. The company has secured a wharf property adjoining the Tram Co.'s power house.

\* \* \*

The largest coal-carrying fleet that has yet sailed out of Sydney harbor will be employed by the Dominion Coal Co. during the coming season in the St. Lawrence River trade. The fleet will comprise the following chartered boats: Catalone, Mystic, Dominion, Tordensjold, Tanored, Britannic, Harrod, Ovidia, Symra and the James Ross, besides the company's own steamers Coban, Louisburg, Cape Breton, Bonavista and Cacouna. They will also have the steamer Turpin, chartered for the coast trade alone. The James Ross, called after the president of the company, is a new steamer now in course of construction at Middlesboro, England. She is being built specially for coal trade, and will have a capacity of 7,000 tons. The steamer will be launched in a few weeks, and will reach Canada in time for the season's shipping.

\* \* \*

The Montreal Steel Co. is about to enlarge its plant. It has been found that another department will have to be added to the works, to manufacture a certain kind of steel employed in various Canadian industries, amongst others by the Canada Car Co., etc.

\* \* \*

The Algoma steel rail mill of the Lake Superior Corporation has made a new high record of 93 heats in 12 hours, or a total of 922 rails, or 362 tons, in a half day. This would give a total of 724 tons in a day of twenty-four hours, while it was intended that the capacity of the mill should be 500 tons a day. The mill is trying to fill the 25,000-ton contract for the Canadian Pacific Railway in record time.

\* \* \*

The bore hole at St. Rose, Nova Scotia, has been put down 647 ft. At 575 ft. 8 ft. of bright coal was passed through. At a depth of about 200 ft. 8 ft. 4 in. of dirty coal was passed, and at 92 ft., 4 ft. 1 in. of bright coal was found.


\* \* \*

The best test of the efficiency of German iron works and iron workers is obtained by examining the average output of iron and steel per worker employed, where reliable information on that point is available. The average annual output of pig iron per workman increased from 243 tons per workman in 1901 to 280 tons in 1903, a difference of 37 tons per year. In the case of steel workers, the average annual output rose within the same period from 50 tons to 63

## TERNE PLATES

"Dominion"  Extra quality, bright finish.

"Dean," The old reliable.

"Canada"  Good standard quality.

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Standard Anti-Freezing Pumps

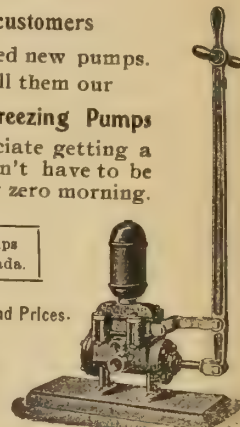
They'll appreciate getting a pump that doesn't have to be thawed out every zero morning.

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## "ALPHA"

HIGH SPEED STEEL

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Manufacturers of

## Ferrona Pig Iron

And SIEMENS-MARTIN

## OPEN HEARTH STEEL



tons, an advance of 12 tons annually, or 24 per cent.

\* \* \*

The mining regulations of the Yukon are to be codified and embodied in a Dominion statute this session. The royalty on copper and gold quartz mining will also be remitted for ten years.

\* \* \*

Two new furnaces have been shipped from Chicago for the Granby smelter.

\* \* \*

The Chibougamoo Mining Co. have sent men to commence operations on the development work of their asbestos, copper, gold and magnetic iron property at Lake Chibougamoo, on the height of land in Quebec.

\* \* \*

The Globe Refining Co., who are developing the graphite properties near Perth, has disposed of its first year's output in Germany for \$150 per ton. The product is used in the manufacture of crucibles. A factory to make crucibles in Ontario is under consideration.

\* \* \*

The Ontario Government is to revise the mining laws of the province. The mining district of Nipissing is to be established.

\* \* \*

The recent purchase of 20,000 tons of steel rails from Bolckow, Vaughan & Co., of Middlesboro, England, by MacKenzie & Mann was made on the arrangement that deliveries would be in amounts of 3,500 tons per month in May, June, July and August, the balance in September. Mr. Mann stated that the James Bay railway would be completed as far as Parry Sound and that trains would be running by the 1st of September, and by the end of the year it would be completed to Sudbury. The reason that the rails were being imported was that the Canadian mills were unable to supply them on such short deliveries their capacity being ordered ahead for some time.

\* \* \*

The Minister of Railways has awarded a contract to the "Soo" rail mill for the supply of 10,000 tons of steel rails for the Intercolonial Railway.

## LONDON METAL MARKETS.

From Metal Market Report, April 5, 1905.

**PIG IRON.**—Middlesboro No. 3 foundry is quoted at 19s. 4½d, and Scotch warrants at 51s. 4d, making prices as compared with last week 4½d higher for Middlesboro and 4d higher for Scotch warrants.

**SPOT TIN** opened irregular at £139 5s., futures at £134 10s., and after sales of 100 tons of spot and 300 tons of futures closed firm at £139 10s. for spot and £134 5s. for futures, making price as compared with last week £1 17s. 6d higher on spot and 7s. 6d. lower on futures.

**SPOT COPPER** opened firm at £67 2s. 6d, futures at £67 10s., and after sales of 200 tons of spot and 300 tons of futures closed firm at £67 5s. for spot and £67 12s. 6d for futures, making price as compared with last week 7s. higher on spot and 5s. higher on futures.

**LEAD.**—The market closed at £12 11s. 3d, making price as compared with last week 1s. 3d higher.

**SPELTER.**—The market closed at £23 7s. 6d, making price as compared with last week 5s. lower.

## UNITED STATES METAL MARKET.

Advance proofs furnished **HARDWARE AND METAL** by The Iron Age, April 6, 1905.

**T**HE tonnage booked by the steel companies throughout the country is enormous, the total of the United States Steel Corporation being now the largest on record. In some branches the congestion is such that an effort has been made to purchase material in the open market. It is reported that the Steel Corporation has endeavored to buy 50,000 tons from outside plate makers without success.

The market is pretty bare of pig iron for steel making. During the week the Steel Corporation purchased 22,000 tons of Bessemer pig for April shipment from the Bessemer Association at \$15.50, Valley furnace, the old price, no advance being conceded. Through a leading firm of merchants 9,000 tons were bought in the Hocking Valley at \$15.40, a slight concession, due to the fact that Bessemer ore was in stock. Another outside interest sold about 4,000 tons at the same price. Other steel companies have taken additional quantities.

The total amount of foreign Bessemer pig bought by a tidewater works was 30,000 tons, which covers sales of rails made to South America. It is not believed probable, however, that much additional export rail tonnage will be taken, because the pressure for steel for home purposes is so very heavy.

Eastern pipe makers have bought some round lots of grey forge pig iron and are in the market for more. The pipe shops have been exceedingly busy for some time past. Some good orders have been secured, among them one lot of 8,400 tons in Chicago, and additional inquiries are in the market. The striking feature of the industry, however, is that the Spring demand has just set in in the form of a large volume of small orders.

The general foundry trade has not been in the market heavily for some time, and does not seem to be under any pressure of work. Still quite a large amount of pig iron was taken in the Philadelphia district during the past week, and some good business is under negotiation.

Reports from the structural trade are encouraging. The leading interest has about 600,000 tons on the books, and specifications are coming in more freely. During March the American Bridge Co. entered 50,000 tons. Among the work placed recently are 20,000 tons for the new plants of the Tube Co., at McKeesport, 8,000 tons for a building in Chicago, 4,000 tons for track elevation for the New York Central road, and quite a number of manufacturing buildings. Locally there is a good deal of business in sight, including about 10,000 tons for the Altman Building. Other contracts will double this quantity.

Our Chicago correspondent notes that in some branches consumers have booked so heavily for their requirements with leading makers at lower prices that independent mills find it difficult to secure customers, and in some instances must meet the competition of resales. On the other hand, the largest producers are

somewhat nervous over the volume of business offering and fear that importations on an uncomfortable scale may become necessary later on.

Production is going on at a tremendous rate, and the breaking of past records of output by individual mills and furnaces is a notably frequent occurrence.

## TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, April 4, 1905.

**T**HE hardware trade during the last week is reported as quite up to the average as far as the amount of business done is concerned, and conditions are good for a fair Spring and Summer trade. Renewals are greater than the dealers desire, but it is quite evident that there is a scarcity of money throughout the country, a condition which will not be fully remedied until the Fall crops are harvested. Everything now depends on a good Spring and Summer for seeding and growing crops.

\* \* \*

This is the season when there is the heaviest call for builders' hardware, and it is found that the demand, though good, will not probably be so great as in former years, as there are fewer building operations contemplated throughout the province than is usual. Prices in this line remain as formerly quoted, although the market is unsteady in some lines, and quotations may have to be re-arranged at any time.

\* \* \*

The retail trade is in excellent condition, as this is the season when small Spring repairing is done by the householders, and paints, oils, brushes, wire nails, locks, screws, etc., are selling steadily. Those who handle fishing and sporting goods are also showing their wares in anticipation of the trade in these lines which is sure to come with the season. The bicycleman—who is usually the hardwareman—is also advertising in anticipation of Spring trade. Every year, however, sees this trade grow smaller and smaller—the bicycle having become largely a business convenience, rather than a means of pleasant exercise.

\* \* \*

Travelers on the road have lately been taking orders for haying tools, and it is found that the quantities booked are not up to the average, as a considerable stock still remains on the hands of the retailers from last year's purchases, showing a shortage in their last year's sales. Jobbers generally had looked for this and governed themselves accordingly.

\* \* \*

Considerable trade is expected at this season of the year in material used in the lobster fisheries of the south and western shores, but the early Spring fishing has been so poor, on account of the bad weather, that many traps were not set, which will largely reduce the trade at the present time. The trade in fitting out the fleet for the Banks was good, but that is now over as the fleet sailed two weeks earlier than usual. Supplies for the shore fishermen are still in demand.

\* \* \*

To those engaged in fishermen's and sailors' outfitting an important item is oil clothes. Originally all these goods came from the New England States.



Some years ago the trade was partially transferred to Upper Canada. During the last year or two considerable has been manufactured in Nova Scotia, the principal factory being at Pleasantville, Lunenburg County, in the centre of the fishing district.

### TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Mar. 31, 1905.

**M**R. A. K. EVANS, of Colin F. Jackson & Co., Limited, has returned from a trip to Mexico, undertaken for the purpose of looking into possible trade openings in view of the proposed establishment of a direct steamer service between Canada and Mexico, subsidized by the Canadian Government. Mr. Evans went in company with the representative of the Old Country steamship company who have secured the contract. At the present time he is averse to giving out his impressions, or his views as to possibilities of trade, seeing that it was for the benefit of his own company he went. He, however, spoke in general terms, which would indicate that he was well satisfied with the trip.

The Vancouver City Council has purchased another Waterous fire engine for its fire department, and the question of the purchase of two more engines has been held in abeyance. It is possible that at least one more Waterous will be purchased, leaving the third to be filled by some other Canadian or British manufacturer, the business having been restricted to that by resolution of council.

The shingle manufacturers have succeeded in putting a new price list into operation, as the result of a meeting held last week. The prices were ratified at a meeting held yesterday. Some time ago there was a cut in prices, even in some cases bringing the quotation down below cost. Now, however, the prices in vogue last March are to be quoted again, with slight changes. There is to be a concession of 15c. per M. off all No. 1 shingles, and 5c. per M. off all No. 2 grade. The prices quoted will be at delivery points in Manitoba and the Northwest. Two concerns, the Union Lumber Co., and the Export Shingle and Lumber Co., are to act as brokers, all shingle business going through their hands and being apportioned to the various mills according to capacity, the percentage for each being a part of the agreement now entered into. It is expected that the rate wars have now been shelved for good, as disaster has been the history of past experiences, including that of last Fall, when the market was knocked into a cocked hat by the quotations made.

Atlin placers once in a while emulate the tales of Ballarat and other famed Australian diggings. Recently news arrived of the finding of a \$480 nugget on Spruce Creek, by F. J. White, a former Vancouverite, while working his claim. In the first year of the Atlin diggings, a nugget worth \$670 was picked up on a Spruce Creek claim.

The Trail smelter has completed the new 350-ton copper furnace, and it will be blown in within a few days. It is splendidly equipped with all the latest

# METAL LATH



Requires less mortar and 90 per cent. less labor than the inferior varieties that have been stretched until they have little strength left.

The "Hayes" is rigid. It makes a perfect job.

It costs less when applied and plastered than any other. We make it.

You can make money selling it.

## THE METALLIC ROOFING CO., LIMITED TORONTO

devices. Nearly 3,500 tons of ore were received at the smelter during the week ending March 25.

Mr. H. B. Gilmour, who recently returned from a tour of the interior of the province, reports that several new saw mills are likely to be erected in the upper country this year. Two of these are to be in the Okanagan district, one at Three Valley Lake in the Columbia River valley, not far from Revelstoke; the Kootenay Lumber Co., of which Jos. Genelle is the head, is to install a double-cutting band mill at Cascade near Grand Forks, and the Kamloops Lumber Co., which was burned out some time ago, is re-installing an up-to-date plant, replacing that destroyed.

A quarter of a million dollars in building permits is the report of the building inspector on the amount issued in March in this city. He ventures the opinion that the total for the year will exceed last year, as that did the total of 1903. Business blocks and residences about equally divide the honors.

### PERSONAL AND TRADE NOTES.

Mr. Geo. R. Munro, traveler for the Canada Paint Co., of Montreal, is home after a very successful trip.

Mr. Shea, of the Canadian Fairbanks Co., Montreal, is spending this week in the district of the Canadian Soo, on business.

Duncan Ferguson, late of Calgary, will open a plumbing business at Winnipeg. He recently married Miss Jean Forbes, of Stratford.

Mr. E. K. Spinney, of Messrs. E. K. Spinney & Co., of Yarmouth, N.S., was a visitor at the office and works of the Canada Paint Co., of Montreal, this week.

The Brooks-Smith Hardware Co. have had their new store-front installed and

their store on Bay street, near Adelaide street, Toronto, is now thoroughly up to date.

Mr. Paul R. Hanson, who has been city traveler for the J. C. McLaren Belting Co., of Montreal, has joined the traveling staff of the Canadian Rubber Co., of the same city.

Mr. J. E. Atkins, formerly manager of Christie Bros.' hardware store at Winnipeg, was married last week to Miss Stewart, of that city. He will be located at Edmonton in future.

Wynne Price, book-keeper at the Bell Engine and Thresher Co.'s works, Seaforth, for the last three years, has purchased a hardware business at Atwood and is already in possession.

Mr. C. Bennett, of Aurora, formerly with the Robert Simpson Co., Toronto, has left for Winnipeg to accept a position with Graham & Rolston, whose hardware store was illustrated in our Spring Trade Number.

E. Reekie, hardware merchant, Margaret, Man., has sold his business and dwelling to Mr. Campbell, of Dunrea, who will live in Margaret. Mr. Reekie made a flying trip to the coast not very long ago, and while there made a purchase of a fruit farm. He intends leaving this month to make his abode in British Columbia.

In assuming the business lately carried on at Post Elgin by his father, Hugh McLaren, jr., Gilbert McLaren announces that he intends to keep abreast of the times in all matters. He will deal in Happy Thought and Jewel ranges, Radiant Home and Jewel heaters and other lines, Sherwin-Williams paints, general hardware, tinware and coal.



# **HARDWARE CONDITIONS IN MANITOBA.**

(Market quotations corrected by telegraph up till 12 a.m. Friday, April 6, 1905.)

Office of HARDWARE AND METAL

Room 406 McIntyre Block,

Winnipeg, Man.

## **MAKE A NOTE OF IT**

# **Granite Wood Fibre Plaster**

is

**FIRE Proof, WATER  
Proof and GERM Proof,  
Warmer in Winter,  
Cooler in Summer,**

never

**Pops, Chips or  
Cracks,  
and  
Never Comes Off.**

**Accept  
No  
Substitute**

*For Prices and Information  
in detail address*

**G. F. STEPHENS  
& CO., Limited**  
**WINNIPEG,  
CANADA.**

IN another column will be found a circular letter from President J. A. Lindsay, of the Western Retail Hardware Association, referring to the appointment of Mr. J. E. McRobie as permanent Secretary and Organizer. Mr. McRobie's address is 231 Young street, Winnipeg, and as he is entering immediately upon his duties, all communications should be addressed to him. He will commence at once a systematic visit and canvass of the western hardware trade.

\* \* \*

The Miller-Morse Hardware Co. have removed to their new warehouse. The north half of their old premises has been sold for \$35,000 to Mr. Jas. Stuart, president of the Stuart Machinery Co. Mr. Stuart is organizing a company to be known as the James Stuart Electric Co., Limited, which will handle electrical supplies. He has purchased the bankrupt stock of the E. S. Harrison Electrical Co., and business will soon be commenced on an extensive scale.

\* \* \*

Spring trade in wholesale circles continues brisk with no important price changes.

\* \* \*

**WIRE.**—Trade continues brisk, but there are no new features of note. We again quote:

Barbed wire, 100 lb.	\$2 85
Plain galvanized.....6 to 8	3 39
".....9 2 50	2 90
Plain galvanized.....10	3 50
".....12	3 10
".....13	3 20
".....14	3 90
".....15	4 45
".....16	4 60
Plain twist.....	2 85
Staples.....	3 35
Oiled annealed wire.....10	2 96
".....11	3 02
".....12	3 10
".....13	3 20
".....14	3 30
".....15	3 45

Annealed wires (uncoiled) roc. less.

**HORSESHOES.**—There is a steady trade at unchanged prices. We quote:

Horseshoes, iron, No. 0 to No 1.....	\$4 55
No. 2 and larger....	4 30
Snow shoes, No. 0 to No. 1.....	4 80
No. 2 and larger....	4 55
Steel, No. 0 to No. 1.....	4 70
No. 2 and larger....	4 45

**HORSE NAILS.**—Discounts and list price are as follows:

Horsenails, No. 4—1½ in., list price.....	0 48
" " 5—2 " " ".....	0 32
" " 6—2½ " " ".....	0 28
" " 7—2¾ " " ".....	0 24
" " 8—3 " " ".....	0 22
" " 9—2¾ " " ".....	0 20
" " 10—2¾ " " ".....	0 20
" " 11—2¾ " " ".....	0 20
" " 12—2¾ " " ".....	0 20
" " 14—3¾ " " ".....	0 20

Discounts on these prices are for "C" brand 10, 10 and 7½ per cent., for other brands 55 and 60 per cent. Add 15c. per box.

**WIRE AND CUT NAILS.**—Prices are firm. We quote:

Cut Nails—	Wire Nails—
2d 1 in.....\$4 00	1 in.....4 00
3d Fin. 1½ in.. 4 00	1½ in.....4 00
3d 1½ in.....3 65	1¾ ".....3 65
4d 1½ in.....3 40	1½ ".....3 40
5d 1½ in.....3 40	1¾ ".....3 40
6d 2 in.....3 30	2 ".....3 30
8d 2½ in.....3 15	2½ ".....3 15
10d 3 in.....3 10	3 ".....3 10
20d 4 in.....3 05	3½ ".....3 05
30d 4½ in.....3 00	4 ".....3 05
40d 5 in.....3 00	4½ ".....3 00
50d 5½ in.....3 00	5 ".....3 00
60d 6 in.....3 00	5½ ".....3 00
	6 ".....3 00

**SCREWS.**—Trade is very active. Discounts continue as follows:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**NUTS AND BOLTS.**—We quote following unchanged discounts:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½ c. "
Hex " case lots.....	3c. "
" " smaller lots.....	2½ c. "

**RIVETS.**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	29½
No. 12.....	33

**COIL CHAIN.**—We quote again as follows:

Coil chain, 3-16 inch.....	9.25
" ¼ inch.....	7.25
" 5-16 inch.....	5.20
" ¾ inch.....	4.60
" 7-16 inch.....	4.45
" ¾ inch.....	4.30
" ¾ inch.....	4.10
" ¾ inch.....	4.30

**SHOVELS.**—Discounts on spades and shovels continue 40 and 5 per cent.

**HARVEST TOOLS.**—Discount 60 per cent.

**AXE HANDLES.**—Trade is of normal proportions. We quote:

Axe handles, turned, s.g. hickory, doz..	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra.....	2 30
No. 1.....	1 60

**AXES.**—We quote:

Axes, chopping.....	\$ 6 75 to 12 00
" double bitts.....	12 00 to 18 00

**FILES.**—We again quote as follows:

" Arcade.....	70 and 10 p.c.
" Black Diamond.....	60 p.c.
" Nicholson's.....	62½ p.c.

**BUILDING PAPER.**—An active demand is reported at unchanged prices. We quote:

Anchor, plain.....	65c.
" tarred.....	70c.
Pure fibre, plain.....	67½ c.
" tarred.....	80c.



## AMMUNITION, ETC.—We again quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
Ammunition, cartridges, American R.F.	33 3/4 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

## Loaded shells:

Eley's and Kynoch's soft, 12 gauge	
black.....	15 00
chilled, 12 gauge.....	16 00
soft, 10 gauge.....	18 00
chilled, 10 gauge.....	19 00

Shot, Ordinary, per 100 lb.....	6 25
Chilled.....	6 75
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00

## TINWARE, ETC.—We quote again as follows:

Linware, pressed, retinned, .....	70 and 10 p.c.
" plain.....	75 and 2 1/2 p.c.
" pieced.....	30 p.c.
Japanned ware.....	37 1/2 p.c.
Enamelled ware, white.....	45 p.c.
" Famous.....	50 p.c.
" Imperial.....	50 and 10 p.c.

## CORDAGE.—No change in price. We quote as before:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 25
Lathyrum.....	11 25

## SOLDER.—Quoted at 21c.

BLUESTONE.—In fairly active demand now at \$5.75 per cwt.

IRON AND STEEL.—No changes since last week. We quote again as follows:

Bar iron (basis).....	2 50
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 65
Spring steel.....	3 00
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00

## BLACK SHEETS.—In active demand at former prices. We again quote:

Black Sheets, 10 to 10 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 97
26 gauge.....	4 00
28 gauge.....	4 10

## GALVANIZED IRON.—No change since last week, when a reduction was noted in 26-gauge Apollo. Prices are:

Apollo, 10 gauge.....	4 00
18 and 20 gauge.....	4 00
22 and 24 gauge.....	4 25
26 gauge.....	4 25
28 gauge.....	4 50
30 gauge or 10 1/4 oz.....	4 75
Queen's Head, 24 gauge.....	4 25
26 gauge.....	4 50
28 ".....	4 75

## TINPLATE.—Prices are steady at the reduction noted in last issue. We quote:

Tinplate, 10 charcoal, 20 x 28, box ....	9 50
" IX.....	11 50
" IXX.....	13 50

## INGOT TIN.—Quoted at 35c.

## CANADA PLATES.—We quote:

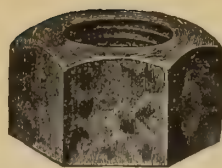
Canada plate, 10 x 28, 10 x 24.....	3 25
Canada plate, 20 x 28.....	3 50
Canada plate, full polished.....	4 00

SHEET ZINC.—Cask lots are quoted at \$8.25 per 100 lbs., and broken lots at \$8.75.

PIG LEAD.—Quoted at \$4.50 per 100 lbs.

IRON PIPE.—Trade continues active, particularly in the city. We quote:

Black iron pipe, 1/4 inch.....	2 45
" 3/4 ".....	2 65
" 1 ".....	3 00
" 1 1/4 ".....	3 80
" 1 1/2 ".....	5 50
" 1 3/4 ".....	7 45
" 2 ".....	8 95
" 2 1/2 ".....	12 30



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

## FOR STORAGE IN WINNIPEG

Handling and reshipping of goods.

Brick warehouse with track facilities

MACKENZIE BROS.

WRITE  
244 PRINCESS ST.  
OR P.O. BOX 579

WINNIPEG.

# A GOOD PAINT

cannot be made from cheap ingredients, nor a poor paint from the best. To prove to you we have the best we will be pleased to send you a sample order.

## The Winnipeg Paint and Glass Co.,

LIMITED

P.O. Drawer 1268

179-181 Notre Dame Ave., East

# COILED SPRING STEEL WIRE

PROMPT

DELIVERIES

SEND YOUR  
RUSH ORDERS  
TO US.



Aha, friend Atlas, cease your  
everlasting burden;  
Come up, old chap, lay hold  
a strand this London  
Spring Steel Wire,  
We'll hitch to a fixed star;  
No danger, friend, 'twill  
never break,  
For it is coiled, not kinked.

204

THE LONDON FENCE MACHINE CO., LIMITED  
LONDON and CLEVELAND



# CONDENSED OR "WANT" ADVERTISEMENTS.

## YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10 00

## FOR SALE.

**A** WELL established Hardware and Sporting Goods business in a Western Ontario town. For particulars apply to the Kennedy Hardware Company, Toronto. (15)

**S**ECOND-HAND set of Tinsmith's Tools for sale, in good condition, a bargain. Geo. D. Wood & Co., Winnipeg, Man

**H**ARDWARE businesses for sale. Located at Frank, Alberta; stock \$27,000; Blairmore, Alberta, stock \$7,500; Coleman, Alberta, stock \$15,000. Each doing a live business with good profits and quick returns. Stores and real estate for sale or lease. Dissolution of partnership the only reason for selling. Address A. F. Grady, McLeod, Alberta, or J. Farmer, Frank, Alberta. (15)

## SITUATION WANTED.

**B**OOKKEEPER—Young man, thoroughly competent and reliable, desires opening with good hardware, retail preferred. Box 231, Hardware and Metal, Toronto. (15)

## BUSINESS CHANCES

**B**UY the only Acetylene Machine without open water seals. Enclosed like a meter—no odor, dirt nor danger wherever placed. Cannot leak gas, expel water, nor burst. Steady pressure for lights, stoves or engines. Simple, automatic, economical cost and working. Testimonials. St. Thomas Acetylene Manufacturing Co., Limited, St. Thomas, Ont. (14)

## A GRAND OPENING.

**A**N Eastern firm manufacturing a full line of ranges, wood cooks, heaters, warm air furnaces, and hot water boilers, are prepared to give the exclusive agency for the sale of their goods in Manitoba and the Territories as far west as Moosejaw to a reliable and progressive stove and furnace dealer, goods to be bought outright. Prices and terms right. Goods already introduced. Apply Box No. 237, Hardware and Metal, Toronto. (17)

## WANTED.

**T**INSMITH—Steady job to good man, with experience; good wages with board, if wanted. J. H. McKee, hardware and tinware, Tiverton, Ont. f

**T**INSMITH wanted who understands hot air furnace work; state wages and experience. Address B. E. Foster, Clarksburg, Ont. f

**W**ANTED—A hardware clerk who would do the buying; must be experienced man; applicant will state age, experience and give references; applications received up to April 15th. Address Box B, Parry Sound, Ont. f

**E**NGINEER—To run 50-horse Wheelock; must be sober. Apply, stating wages, references, etc., to W. H. Johnston, Pefferlaw. f

**M**OULDERS wanted—Light to medium castings. A. B. Jardine & Co., Hespeler, Ont. f

**B**LACKSMITH wanted—Apply to Ewan & Co., horseshoer and carriage builder, Brussels, Ont. f

**PETROLEUM.**—No change. We quote again:

Silver Star, per gal .....	20½c.
Sunlight .....	21½c.
Eocene .....	23½c.
Pennoline .....	24½c.
Crystal Spray .....	23½c.
Silver Light.....	21½c.

(In barrels f.o.b. Winnipeg.)

**PARIS GREEN.**—Prices as quoted last week still obtain. We quote:

**ENGLISH PARIS GREEN.**—Petroleum barrels, 14½c.; arsenic kegs, 14½c.; 50 and 100-lb drums, 15c.; 25-lb. drums, 15½c.; 1-lb. tins, 17c.; ½-lb. tins, 19c.; 1-lb. cardboard boxes, 16c.; ½-lb. ditto, 18c. Terms 2 per cent. off for cash in 30 days; 90 days net.

**CANADIAN PARIS GREEN.**—50-lb. drums 17c., bulk 18c.; in 1-lb. packages 20 cents.

**PAINTS AND OILS.**—Spring trade in prepared paints and all painting supplies is very active. Prices are firm. We quote:

White lead (pure).....	\$5 00 to \$5 50
Bladder putty, in bbls.....	0 02½
" " in kegs.....	0 02½
Turpentine, pure, in barrels.....	\$ 84
Less than barrel lots.....	89
Linseed oil, raw.....	55
Boiled .....	58

**WINDOW GLASS.**—We again quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches .....	\$225
26 to 40 " .....	2-50
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4-00
26 to 40 " .....	4-25
41 to 50 " .....	4-75
51 to 60 " .....	5-25
61 to 70 " .....	5-75
21-oz. C.S., double, in 100-ft. cases—	6-30
26 to 40 united inches .....	7-35
41 to 50 " .....	8-40
51 to 60 " .....	9-45
61 to 70 " .....	10-50
71 to 80 " .....	11-55
81 to 85 " .....	12-60
86 to 90 " .....	14-75
91 to 95 " .....	17-30
6 to 100 " .....	

## SUGGESTION FOR THE WINDOW.

A display of garden tools and steel goods generally will be found seasonable for the window now. It can be worked in with poultry netting or woven fencing.

## THE WEST PROGRESSING.

Mr. Taylor Webb, of Winnipeg, western representative of the Thos. Davidson Co., Montreal, who has been on a short visit to Montreal and Toronto, returned home on Tuesday last, leaving Toronto on the noon train. Mr. Webb reports business fairly good, although money is rather tight.

"You see," he said, "business men and farmers in the West have been investing largely in lands with the expectation that they were going to reap large results. People are certainly crowding in to the West at an enormous rate and should the present anticipations be realized, money will again be easier and collections, of course, more prompt."

Mr. Webb is looking well and is even more enthusiastic as to the prospects for the great West than he was when on his visit to the east last year.

## Business Changes

### ONTARIO.

**J.** MYERS & CO., plumbers, Stratford, have dissolved partnership. J. R. Myers is continuing the business.

A. H. Patterson, hardware merchant, Chatham, was burnt out.

J. C. Wanless, hardware merchant, Chatham, was burnt out.

E. J. B. Martin, of Martin & Co., plumbers, Brampton, is dead.

H. A. McColl, dealer in agricultural implements, Rodney, has sold to E. McGregor.

Smee Bros., painters, Hamilton, have dissolved partnership. E. E. Smee is continuing the business.

### QUEBEC.

A. Vaillancourt has been registered as a painter, Montreal.

A. D. Armand has been registered as a painter, Montreal.

Dandurand Freres, painters, Montreal, have dissolved partnership.

Lessard & Harris, plumbers, Montreal, have dissolved partnership.

Charette & Deslauriers have been registered as painters, Montreal.

J. M. Guindon, hardware merchant, Valleyfield, has removed to Montreal.

J. I. O. Guindon, hardware merchant, Valleyfield, has removed to Maison-neuve.

J. Cote, blacksmith, St. Thecle, has assigned. A meeting of creditors was held April 5.

A. Laurin & Cie., painters, Montreal, have dissolved partnership. A. Lefebvre has been registered.

### NOVA SCOTIA.

Hill & Elford, plumbers, Halifax, have dissolved partnership. They are both continuing in business.

### MANITOBA AND N.W.T.

J. Machan, hardware dealer, Sinclair, has sold to J. M. Stevens.

A. S. Hare, hardware merchant, Plumas, has sold to McLaughlin & Wittick.

W. G. Simons, dealer in agricultural implements, Glenboro, has sold to T. A. Johnson.

J. S. Williamson & Co., hardware merchants, Manor, have sold to Latimer & Smith.

J. J. Holliday, dealer in agricultural implements, Elm Creek, has been succeeded by Holliday & Simpson.

J. A. Morcombe and J. Ruston, dealers in agricultural implements, Cypress River, have been succeeded by Morcombe & Ruston.



## WALL PAPER

### THE RETAIL TRADE.

THIS is the retailer's month in the wall paper business. The manufacturers have made their deliveries and are just doing a sorting business. Lines which have sold out early are being re-filled, but apart from this they are just getting their samples into shape for next year.

The present has been a remarkably good year in wall papers. The retail dealers have bought strongly, and the season promises well for them. The artistic designs which have been brought out for the present year's business have helped the sales greatly. There is a certain amount of business which is done regularly in staple lines, but the luxuriant patterns offered this year induce many sales which would not otherwise be made.

The wall paper department is one which might be cultivated by retailers much more than it is. It offers excellent inducements in the way of good profits, attractiveness of display, and easiness of handling. Moreover, in the past it has not been worked on a good, live, up-to-date plan. Now is the time to establish your business firmly. Somebody is going to take hold of it and develop it to his own profit. Why not you?

### OIL-COATED, PAINTED BURLAPS.

REFERRING to an item which appeared in the last issue of The Review, a man well known to the trade remarked: "Oil-coated, painted, decorative burlap was but a short time ago practically unknown as a wall covering. Upon its introduction skeptics pooh-poohed, designating it 'another fad' which was to last for a day, and like so many other new things would disappear and be forgotten; others claimed it was unsanitary. At the end of a season these critics were therefore somewhat surprised at the demand still continuing. The producers had made a long, careful and scientific study of the matter before deciding just what was required to fill the long-felt want in the way of a wall covering—something that would be absolutely sanitary and serviceable, easily cleaned, waterproof, warm, decorative, and most important of all, sell at a price that the great mass of consumers could pay.

"This was somewhat of a difficult task, but after considerable time, experimenting and expense, oil-coated, painted, decorative burlaps was the result, combining all the above-mentioned qualities, and having practically an enamel-finish surface. It is said to have given every satisfaction, and is now used everywhere. Not only in churches, halls, public buildings, hotels and private residences, but used by the great masses, where it was early seen that this was an article that, in addition to beautifying their homes, would keep out dampness, draughts and cold. When soiled it can be washed the same as woodwork without fear of damaging it. Should a change in color be desired after a few years, all that is necessary is paint and a brush, and lo and behold you have a newly decorated room or hall at little cost. These facts should be utilized by retailers in intelligently selling this line.

"And so it is with all lines of real merit; for want of bringing it to their notice the public may not take hold at once, but brought to their attention the common sense of the people will soon show their appreciation of a good thing.

"Occasionally some substitute is heralded, but so far it has not arrived. Oil-coated, painted, decorative burlaps are here to stay."

## WALL PAPER

### PLAIN BURLAP AND FABRIC EFFECTS

GREATER DECORATIVE POSSIBILITIES  
THAN WITH THE PLAIN "INGRAINS"  
—AND BETTER PROFITS

Nos. 1640 AND 1641 ARE POPULAR  
PATTERNS, AND REDS AND GREENS ARE  
MOST POPULAR COLORS IN THESE GOODS.

SAMPLES ON APPLICATION.

**STAUNTONS**  
LIMITED  
TORONTO

## IMPERIAL FRENCH GREEN

is preferred by skilled painters because of its fineness of texture, covering capacity and great durability. Acknowledged to be more permanent than Nature's Greens.

Insist on it once and you will always use it.



Be sure this label is on the can and take no other. See sample cards.

**JOHN LUCAS & CO., MFRS.,**  
PHILADELPHIA, NEW YORK, CHICAGO.

MACARTHUR, CORNEILLE & CO., MONTREAL



## PAINT, OIL AND BRUSH TRADES

### A Card Sign Paint.

**A**N inexpensive card-sign paint is given in the following recipe by George M. Evenson, of St. Peter, Minn:

Buy from a dealer in dry colors 5 cents worth of the following—chrome yellow, carmine, burnt umber, chrome green, lamp black, white lead, ultramarine blue. Procure a case knife and a sheet of glass, then a bottle of mucilage. Deposit the colors, one at a time, on the sheet of glass and add to the dry color enough mucilage to make a salve. Of a druggist purchase a half dozen tin salve boxes and into these boxes put the various colors after they have been mixed with the mucilage. When you desire to use a color, dip your brush in warm water, pass it over the surface of the paste in the box and you will discover that you have as fine a color paint for show cards as you can buy anywhere. You can modify the colors by uniting the light and the dark ones.

### Skim Milk for Paint.

**A**USE to which skim milk, sour milk, buttermilk or even whole sweet milk is often put is paint making, and this product of the dairy, says The Scientific American, makes possibly one of the most enduring, preservative, respectable and inexpensive paints for barns and outbuildings. It costs little more than whitewash, provided no great value is attached to the milk, and it is a question whether for all kinds of rough work it does not serve all the purposes and more, of the ready-mixed paint, or even prime lead and paint mixed in the best linseed oil.

It is made as follows, and no more should be mixed than is to be used that day: Stir into one gallon of milk about three pounds of Portland cement and add sufficient Venetian red paint powder to impart a good color. Any good colored paint powder may be as well used. The milk will hold the paint in suspension, but the cement, being very heavy, will sink to the bottom, so that it becomes necessary to keep the mixture well stirred with a paddle.

Six hours after painting, this paint will be as immovable and unaffected by water as a month-old paint. It is a splendid preservative, and I have known buildings which were painted 20 years ago in this manner, in which the wood

was well preserved. Whole milk is better than skim milk, as it contains more oil, and this is the constituent which sets the cement. With the addition of a small quantity of crude carbolic acid, it makes a fine disinfectant and is in every way suitable for dairy work.

### To Dissolve Red Lead.

**T**O test red lead, some painters take 10 grammes for a qualitative test, and dissolve it in nitric acid plus sugar, the whole being dissolved to a bulk of 60 c.c. That is a very clumsy way of testing. The best way to test red lead is to drop about  $\frac{1}{2}$  gramme, or say 10 grains, into a test tube, with a few tiny crystals of oxalic acid, add nitric acid drop by drop, and heat gently, stopping until the action between each drop is finished, when the product is a mass of white crystals deluge it with water, and if pure it will all dissolve. If the result be doubtful, use hydrochloric acid instead of nitric acid

plus oxalic acid, but no more acid than will convert it into chloride, then deluge it with hot boiling distilled water, say  $\frac{1}{2}$  pint to 10 grains of red lead. Red lead then dissolves if pure.

### Oil Booming at Comber.

Another big flow of oil has been struck on the farm of Peter Black, four miles south of Comber. The continued success of the drillers in locating wells yielding oil in such paying quantities has increased the activity, and land that was leased a year ago for 25 cents an acre cannot be obtained to-day for less than \$4 an acre.

### Petroleum in India.

The petroleum industry has increased at a greater rate even than the mining industry in India. From a production of just nineteen million gallons in 1897, the output rose to nearly eighty-eight million gallons in 1903, and in addition to the export of considerable quantities of paraffin wax, the illuminating oils and petrol refined in Burma and Assam have at last shown signs of definitely displacing foreign supplies in the Indian market.



## What Should a Good Paint Be?

One season handling Hollywood brand will convince you that it is what it should be—

**GOOD PAINT TO COVER  
GOOD PAINT TO WEAR  
GOOD PAINT TO SELL**



What more do you want? Hollywood Paste, Ready-Mixed and Floor Paints wear on the job, not off it.

# The Imperial Varnish & Color Co.

LIMITED,

TORONTO, ONTARIO, CANADA.

P. S.—Elastilite Varnish.



# TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

**VARNISH MANUFACTURERS**

**WALKERVILLE, ONT.**

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

## McArthur, Corneille & Co.

MONTREAL

### Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

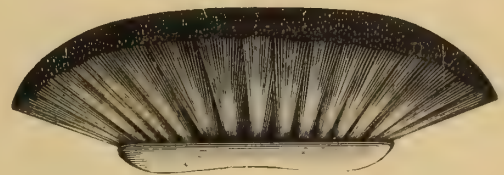
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For the GENUINE  
Imperial French Green  
of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
English Varnishes  
of CHAS. TURNER & SON,  
LONDON.

Please mention HARDWARE AND METAL when writing.



## Angry Customers

Perhaps they paid for a good Brush and didn't get it. Your fault, in part, but mostly the maker's.

### SKEDDEN'S BRUSHES

are reliable—r-e-l-i-a-b-l-e. They never shame their makers, nor disappoint a customer.

Do You Sell Them? :: :: Send For Our Catalogue.

**Skedden Brush Co., Limited,  
Hamilton**

Toronto Office—176 Victoria St. O. VICKERY,  
Phone Main 3358. Agent.



## "Another Announcement"

In the March 11th issue of **HARDWARE AND METAL** our Montreal House advised of their having opened a Branch in Winnipeg.

We now beg to announce that we have recently purchased the Paint Department of the Jas. Robertson Co., Limited, St. John, N.B., where we will manufacture certain of our goods, which can to better advantage be prepared there for New Brunswick trade, making St. John the centre of our operations for that Province.

This will enable us to give more prompt delivery of orders throughout both Provinces, as of late we have been taxed to our extremity in handling all Maritime business from Halifax.

We take this opportunity of calling attention to the superior quality of our Anchor and English brands of Liquid Paint, which occupy a unique position among the different brands on the Canadian market. They stand **alone at the top**, unrivalled for covering power, permanency of color and wearing qualities. The only white lead used in their manufacture is the best the world produces—**BRANDRAM'S B.B. GENUINE**—the standard for 187 years.

Our Mr. Ellis will continue to represent us in Nova Scotia and Prince Edward Island, assisted by Mr. M. C. McRobbie in New Brunswick, as at present, and orders given to any of our representatives or sent direct, will have our careful and prompt attention, whether they be sent to

**HENDERSON & POTTS, Limited**

HALIFAX or ST. JOHN

**HENDERSON & POTTS CO., LIMITED**

MONTREAL or WINNIPEG

## Paint and Oil Markets

### Quebec.

Office of **HARDWARE AND METAL**,  
232 McGill Street.

Montreal, April 7, 1905.

**A**NOTHER week has passed by and still the market continues to be steady. The principal feature this week is the sharp advance of turpentine. An advance of 10c. per gallon is noted. The reason for this advance is supposed to have been caused by a large corporation who purchased a large quantity during the last few days. As there is but a small margin between the output of turpentine and the amount consumed this purchase has affected it more than it otherwise would have done. There is a considerable amount of excitement among those interested in this industry at the manufacturing point, and those fortunate enough to be holding large quantities have no hesitancy in declining large orders. This condition may again change the price, and another advance is looked for. Linseed oil still has a good demand. Ground white lead, as a result of the good demand, has advanced 10c. The rumor to the effect that the tariff is likely to be changed has caused the market to become unsteady, and little purchasing has been done as a result. The large Spring orders which were so prevalent a few weeks ago have now diminished, and in their place have been substituted the "assorting up" order. The outlook is for a good assorting trade.

**Canadian Paris Green**—Prices continue unsteady. Our quotations are as follows: Barrels, 15 1-4c.; arsenic kegs, 15c.; 50 and 100 lb. drums, 16c.; 25 lb. drums, 16 1-2c.; one pound packages, 17c.; half-pound packages, 19c.; one pound tins, 18c. Terms 2 per cent. discount for cash in 30 days or 90 days net.

**English Paris Green**—Pure English Paris green, petroleum barrels, 15 1-4c.; arsenic kegs, 15 1-2c.; 50 and 100 lb. drums, 16c.; 25 lb. drums, 16 1-2c.; one pound paper boxes, 17c.; one pound tins, 18c.; one-half pound paper boxes, 19c.; one-half pound tins, 20c. Terms, 2 per cent. off thirty days, or ninety days net from date of shipment.

**Turpentine**—Single barrels 87c. per gallon; two to four barrels, 86c. per gallon. For smaller quantities than barrels, 5c. extra per barrel is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Linseed Oil**—Raw, one to four barrels, 45c.; five to nine barrels, 44c. Boiled, one to four barrels, 48c.; five to nine barrels, 47c.; f.o.b., Montreal, net thirty days.

**Ground White Lead**—Best brands Government standards, \$4.70 to \$4.85; No. 1, \$4.45 to \$4.60; No. 2, \$4.20 to \$4.35; No. 3, \$3.87 1-2 to \$3.97 1-2; No. 4, \$3.50 to \$3.60, all f.o.b. Montreal.

**Dry White Zinc**—Pure dry in casks, 7c.; in 100 lb. kegs, 7 1-2c.; No. 1 zinc, in casks, 6c.; in 100 lb kegs, 6 1-2c.

**White Zinc** (ground in oil)—Pure, 25 lb. iron, 7 1-2 to 10c.; No. 1, 6 1-4c.; No. 2, 5 1-4c.

**Putty**—Pure linseed oil 175 to 185. Bulk in barrels, \$1.50; in 25 lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Casks, 7 1-4c.; 100 lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—Genuine red lead in casks, \$4.50 in 100 lb. kegs, \$4.75; in less quantities at the rate of \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.50.

**Shellac Varnish**—Pure white, \$2.60 to \$2.80; pure orange, \$2.55 to \$2.65; No. 1 orange, \$2.30 to \$2.45.

**Mixed Paints**—\$1.20 to \$1.40 per gallon.

**Castor Oil**—8 3-4c. to 9 1-4c. in wholesale lots, and 1-2c. additional for small lots.

**Litharge**—Ground, in casks, 5c.; in less quantities, 5 3-4c.; flake litharge, casks, \$5.50; smaller quantities, \$6 per 100 lbs.

### Ontario.

Office of **HARDWARE AND METAL**,  
10 Front street east,

Toronto, April 7, 1905.

**T**HE great feature of the week in the paint and oil markets is the sudden rise in the price of turpentine, which has jumped from 78c. to 87c. during the past few days. It is now held very firmly at 87c., and dealers are by no means anxious to sell other than in very small quantities, as the markets are bare and it is difficult to foretell what developments will take place during the coming week. One reason given for the sudden jump is that a corner has been made in the market at Savannah, all the old stock being in the hands of the tank people and the Standard Oil Co., who are bulling the market. Accepting this explanation, it is quite possible that turpentine may go up a great deal higher and a fortnight from now might even touch \$1.00 in lots of from one to five barrels. Purchases, of course, are bound to be very limited at such a high price. Another explanation given is that the recent cold snap in the south has caused the turpentine in the trees to freeze up, thus preventing the placing of new stock on the market, and where buyers were holding off expecting a sudden drop in prices as soon as new stock commenced to move they bought heavily in order to fill their book orders and allow the necessary Spring work to go on, this heavy buying causing the market to become glutted and sending prices upward until new stock comes into the market. This is a natural explanation, and if it is correct the high



## CYCLE BAKING ENAMEL

Very durable, tenacious and elastic. Specially prepared for Bicycles, Baby Carriages, Etc. Produces a tough, high-gloss finish.

Blacks (5 grades), Blues (4 shades), Greens (8 shades), Yellows (4 shades),  
Reds (5 shades). White and Ivory (5 varieties).  
Put up in gals., ½ gals., qts., pts., ½ pts. Send for prices.

THE STANDARD PAINT & VARNISH CO., LIMITED,

WINDSOR, ONT.

## ART GLASS

UNEXCELLED  
MEMORIAL WINDOWS.

H. E. St. George, London, Ont.

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## PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the  
highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited  
TORONTO, ONT.

## ONE CENT

*Is it worth one cent to know well not only the paints  
and brushes you are selling but also those your  
competitor is selling? A Post Card sent to our  
advertisers will bring you full information about their goods.*

## DOLLARS WELL INVESTED

**WILL MAKE MORE DOLLARS.** The goods that a dealer knows are right,  
that are in demand, well advertised, and sold on their own merits, are a pretty safe  
investment. **CHURCH'S COLD WATER**

## ALABASTINE

is of that class which in point of merit knows no competitor. The manufacture and  
sale of **ALABASTINE** is conducted along lines that insure to any dealer investing  
in it quick returns for his money and a good margin of profit.

**ALABASTINE** is **NOT A KALSOMINE**, but a permanent wall-coating that  
hardens with age.

The season for tinting and decorating is at hand. If assortment not complete  
**do business now!** Order from jobber, or direct from

**The Alabastine Co., Limited, Paris, Ont.**



## "Island City"

## HOUSE AND FLOOR PAINTS

Dry in Eight Hours

P. D. DODS & Co., Montreal  Toronto  Vancouver



## POTATO TALK



THE grower of potatoes seeks an economical and certain method of destroying the pests which devour the tender and juicy potato vine.

¶ Numerous remedies have been suggested.

Chemists and experts have tried a number of insecticides or insect killing mediums without success until the powder known as

## PARIS GREEN

came to the front.

¶ Experience has demonstrated that Paris Green is the only safe and certain remedy to be employed to destroy the

## POTATO BUG

and, at the same time, not injure the leaves and plant.

¶ For many years the Pure Paris Green made by the **CANADA PAINT COMPANY** has been recognized as the genuine bug and fungi killing article. It is Government Standard and the formula is endorsed and approved of by the Department of Agriculture at Ottawa.

¶ To obtain the best results, buyers of

## PARIS GREEN

should examine the package carefully and see that it bears the name of the maker, viz.:—

## The Canada Paint Company, Limited

NOTE—Hardware Merchants selling The Canada Paint Company's Pure Paris Green should write to Montreal for Booklets for free distribution.

prices are not apt to last more than a week or ten days.

Linseed oil keeps very firm at 49c. for raw and 52c. for boiled, and as the low price of the English goods has prevented the manufacture of the Canadian product the present prices will continue until the opening of navigation allows heavier shipments on England. At present the market is bare of stock, and local prices must follow the figures quoted in England.

Business is exceptionally brisk in mixed paints and other general lines, and heavy sales are reported by dealers. As an indication of the large business being done, it is said that one traveler sold 39 tons of lead, paint and varnish during one afternoon in London last week.

**White Lead**—Ex-Toronto, pure white lead, \$4.75; No. 1, \$4.37 1-2; No. 2 \$4; No. 3, \$3.62 1-2; No. 4, \$3.35 in packages of 25 lbs and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb packages; genuine dry white lead, in casks, \$4.25.

**Red Lead**—Genuine in casks of 560 lbs., \$4.50; ditto, in kegs of 100 lbs., \$4.75; No. 1, in casks of 500 lbs., \$4 to \$4.25; ditto in kegs of 100 lbs., \$4.50.

**White Zinc**—Genuine French V.M., in casks, \$6.50 to \$7; Lehigh, in casks, \$6 to \$6.50.

**Shingle Stain**—In 5 gallon lots 75 to 90c. per gallon.

**Paris White**—90c. to \$1 per 100 lbs.

**Whiting**—60 to 65c. per 100 lbs; Gilders' whiting, 75c.

**Shellac**—Pure orange in barrels, \$2.75 to \$3; white, \$2.85 to \$3.10 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 47c. to 49c.; boiled, 50c. to 52c.; 5 to 9 barrels, raw, 46c. to 48c.; boiled, 50c. to 52c., Toronto, Hamilton, London, and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrels, 77 to 78c.; 2 to 4 barrels, 76c. to 77c.; 5 barrels and over, open, f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5 gallon packages, 50c., and 10 gallon packages 80c. will be charged.

**Paris Green**—600 lb. barrels, 13 1-4c.; 250 lb kegs 13 1-2c.; 50 lb drums, 14 1-2c.; 1 lb. packets, 15c.

**Glues**—Broken sheet, in 200 lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2 to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2; 100 lb. kegs 25c. extra.

**Plaster Paris**—New Brunswick, \$2 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—60 to 70c. per gallon.

**Bridge Paints**—75c. to \$1.

**Castor Oil**—English, in cases, 8 1-2 to 9c. per lb., and 10c. for single tins.

**Glass**—See current quotations at the end of this issue.

### Window Glass.

MONTREAL.

There is no new change in the glass market either locally or abroad, with the exception that possibly a few more tanks are in operation in Belgium. The market is expected to hold firm until the regular yearly arrival of new goods, and then the likelihood of a change in price will be entirely dependent upon the amount of glass that does arrive. It is the general opinion on the local market that shipments of glass of an appreciative character are not likely to arrive before June. The demand still continues to be good, and receipts up to date show that sales for this present year are far in excess of those of former years for a like period. Our quotations are as follows: First break, 50 feet, \$2.00; second break, \$2.10; first break, 100 feet, \$3.75; second break, 100 feet, \$3.95; third break, 100 feet, \$4.50; fourth break, 100 feet, \$4.75; fifth break, 100 feet, \$5; sixth break, 100 feet, \$5.50; seventh break, 100 feet, \$6.00; and eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., 9. Double thick, first break, 50 feet, \$3.45; second do., \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

### Petroleum.

**Refined**—Business is being booked in small quantity as yet, and until navigation opens no activity is expected. There is no change in prices. We quote: Water white, 16 1-2c.; Canadian prime white, 15c.; American water white, 17 to 19c. ex warehouse.

**Crude**—Prices have fallen slightly. We quote: Pennsylvania, \$1.39, Corning, \$1.06; Newcastle, \$1.31; North Lima, 92c.; Tiona, \$1.54; South Lima, 90c.; Somerset, 81c.; Indiana, 88c.; Canadian, \$1.35.

### A Paint Jokelet.

An Irishman was painting his barn, and was hurrying his work with all his strength and speed. "What are you in such a hurry for, Murphy?" asked a spectator. "Shure, I want to get through before me paint runs out," was the reply.

### The Leamington Oil Wells.

The mad speculation in oil lands in the Leamington district is at an end, and the actual work of producing oil has started. In all 33 companies have been formed and are doing business around Leamington. The results have been good, and the oil men are proclaiming a great future for the oil district. Oil men from all parts of the United States are drilling wells. It is the American oil men who are developing the district.



### Linseed Oil Dealers Active.

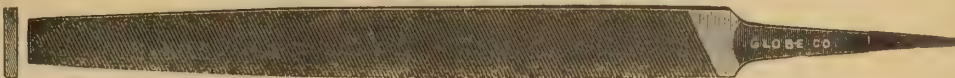
FURTHER complaints of the operations of linseed oil "dopers" have been made the past week, says The Paint, Oil and Drug Review. It is evident that these gentry are reaping a harvest on the rising oil market. They quote two or three cents below the market and send out a mixed oil that in most instances is worthless for painting purposes. While the buyer who is supposed to be ordinarily intelligent and yet bites at such a bait is not entitled to any sympathy, the legitimate oil trade is entitled to protection. The "dopers" should be driven out of the business.

On the part of the legitimate dealer in pure linseed oil the case has been well stated in the following address to the trade by a prominent crusher. He says: "There is no substitute for pure old-process linseed oil. There are many people who make a business of buying pure raw linseed oil and adulterating it with cheaper oils—such as neutral oil, fish oil, cottonseed oil or corn oil. In some cases these people are honest and sell their products as a 'Linseed Oil Substitute' or as a 'Paint Oil,' but in a majority of cases they fraudulently represent their goods as pure linseed oil and secure orders from dealers in the smaller towns by making a slight reduction from the price of pure old-process linseed oil. The very fact of their selling at less than market prices should be a warning to the buyers. Pure old-process linseed oil is as staple as wheat, corn, oats, or any other grain. If a man has a quantity of pure old-process linseed oil for sale he can sell it readily in any of the large markets at current market prices or at the most at a reduction of half a cent per gallon. Why does he offer his oil in the smaller towns in lots of from one to five barrels at a price of from two to five cents less than market prices? Because it is adulterated and he is going to make from five to fifteen cents per gallon. The only safe plan for a buyer of linseed oil is to associate himself with a good firm and buy only a brand of linseed oil that he knows to be pure old-process linseed oil."

### To Thin Varnish.

It is very unsafe to thin varnish with liquid driers. A safer plan is to dilute some of the original varnish with spirits of turpentine, and keep this in stock to thin down the varnish to the requisite consistency. There is thus less danger of thinning the varnish out to such an extent as to spoil both its body and lustre by careless workmen. A thin varnish is easier to apply than a thick one, and the casual careless hand knows it.

## NICHOLSON FILE CO, (Dominion Works) Port Hope, Ont. FILES and RASPS



### WARRANTED.

We manufacture 3,000 different styles and sizes.  
Daily production 600 dozen.

Thirty-five years' experience.

Our files are sold by all prominent dealers throughout the Dominion

**WALTER GROSE, Selling Agent, Montreal**

## McCaskill, Dougall & Co.

**Manufacturers**

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES.

**MONTREAL.**

## GLUES

of every kind, and for every purpose. Our glues enjoy large sales in almost all countries of the world, and our brands are generally to be seen amongst good stocks of glues. We believe we are giving better value than any other manufacturer, and we want to submit our lines to the Canadian test. Samples gladly sent in reply to inquiries.

**GROVE CHEMICAL CO. Ltd.,** Appley Bridge, Lancashire, Eng.

## O-SO-EZY

The Best Hardwood Floor Dressing and Furniture Polish  
IN BBL. LOTS \$1.50 PER GAL. SINGLE GALS., \$1.75.

AGENTS WANTED.

For further particulars write

**O-So-Ezy Mfg. Co., Limited. 205 St. James St., Montreal**

## WHITE LEAD BUYERS, ATTENTION

205 ST. JAMES STREET

CANADIAN STANDARD



THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

*John Heyde*

**MONTREAL. 479001**

Accountant and Trustee,  
Secy. of the Association.

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

## We Have the Glass You Want

—THE PRICE IS RIGHT.—

Our Distributing Centres keep down your freight charges and give a speedy delivery

**The Consolidated Plate Glass Co., of Canada, Limited**

TORONTO MONTREAL LONDON  
OTTAWA WINNIPEG



## Popular Traveler Appointed Organizer

—OF THE—

### Western Hardware Dealers' Association.

**H**ARDWARE AND METAL takes pleasure this week in presenting its readers with a portrait of Mr. J. E. McRobie, the recently appointed Secretary and Organizer of the Western Retail Hardware and Stove Dealers' Association. The appointment of an organizer who will give his undivided attention to the work of this Association is a big step in advance, and it is an indication that this young Association is making substantial progress. The example of this successful Western Association should interest hardwaremen in other parts of Canada in the same work.

The Association is to be congratulated



J. E. McRobie, Secretary, Western Retail Hardware Association.

on having secured the services of one so well fitted by previous training and connection for the particular work which has to be done. Mr. McRobie knows practically all the hardware dealers in Western Canada, as for twelve years he has been on the road for the Jas. Robertson Co. He has the reputation of being one of the most popular and most widely-known and respected "drummers" on the road.

President J. A. Lindsay has addressed the following circular letter to the trade announcing Mr. McRobie's appointment:

Winnipeg, March 31, 1905.

Dear Sir,—The Executive of the Western Retail Hardware and Stove Dealers' Association beg leave to report to you what has occurred since their last meeting in February.

A vital decision has been arrived at by

the Executive, namely, the appointment of a Secretary-Treasurer, in the person of Mr. J. E. McRobie, whose experience of a lifetime in the hardware business, twelve years of which have been spent in calling upon the hardware trade of the West as the representative of a leading wholesale house, should eminently qualify him to fill the part they have called upon him to perform.

To many Mr. McRobie is known personally, to others by reputation, and the Executive can assure those who do not yet know him that they will find in him a man fully qualified to assume the onerous duties his position calls for.

It must not be expected that he can reach all at once, but he will cover the field, large though it be, in as short a time as his energy will permit him, and to help him in his work any suggestions furthering the objects of the Association, or requests for assistance in carrying out those objects, should be addressed to him at once, and he will give them prompt attention. Therefore, kindly address any communication relative to Association business to J. E. McRobie, 231 Young street, Winnipeg.

Another important progressive movement has been the voluntary co-operation of merchants in certain districts, who, working with the Association in accordance with its aims, have met together within the lines of those districts and agreed upon an equitable basis upon which goods should be sold to those whose trade is looked after by them. This should encourage those not yet in touch with each other to arrange for such meetings for the discussion of conditions and means for the betterment thereof which would facilitate the work of your Secretary when reaching your vicinity, and enabling you to secure the benefit of associated prices at once.

To carry on the work of the Association, your Executive deem it necessary to impress upon the trade that if they desire to benefit individually and collectively, the best way to secure that is by joining hands with those already in touch with the betterment of our business. The work is begun, it promises well, but it cannot succeed without funds, and your Executive call upon you to recognize your responsibilities in the matter by making application for membership, and enclosing with that application the dues of \$10 and remit same to Mr. McRobie.

One point in conclusion, individual power is limited, but co-operation means

strength, and with strength will come success and prosperity.

Enclosed you will find application form, which we hope you will fill out and return.

J. A. LINDSAY, President.

### A NUT LOCKER.

**A** NEW device for locking nuts, which has been on the market but a short time, is illustrated herewith. The device as is seen by the illustration is not large and lumber-some, but flat, it being manufactured out of a piece of mild steel. The use of this lock does away with the need of the pin, the extra nut, that is sometimes used, and washers. It also saves time for the bolt manufacturer, inasmuch that each bolt does not need as much threading. The nut is so tightened on the bolt, which appears through the circular opening, that one of its edges agrees with the edge of the opening between the tongue and the main piece of the lock. This being obtained, the tongue is then bent downwards by means of a hammer or some other heavy object, till it rests against the side of the



A Nut Lock.

nut, thus preventing it from turning. Although the article has been on the market but a short time, large orders have been received from railways and manufacturers of electric and other kinds of cars. Mr. Whitesall, at No. 22 St. John street, Montreal, is agent for this new lock.

### STEEL COMPANY TO ENLARGE.

It is rumored that the Montreal Steel Co., of Montreal, will enlarge its present plant. It has been found that another department would have to be added to the works to manufacture a certain kind of steel employed in various Canadian industries. At a general meeting of the shareholders held in the company's offices recently, it was decided to ratify the by-law authorizing the directors to issue additional common stock, to the extent of \$300,000. The stock will be offered to the existing shareholders of the company pro rata at cost.



# To Manufacturers' Agents:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager  
**HARDWARE AND METAL**  
Montreal and Toronto

**THE AUER LAMP**

**GASOLINE**



**200 CANDLE POWER OF CLEAR, STEADY LIGHT.**

The best and cheapest light for **STORES, CHURCHES and HOMES.**

Gives more light than a dozen oil lamps for half the cost.  
Makes its own gas without smell, smoke, wicks or grease.

**Satisfaction Guaranteed. Send for Catalog.**

**AUER LIGHT CO. MONTREAL**

## THE "TITAN-ALEXANDRA"

The Most UP-TO-DATE CREAM SEPARATOR in the market!



**ENTIRELY NEW MODEL!**  
*Simplified Plate System and Self-balancing Principle Combined!*

**FURTHER IMPROVEMENTS:**  
Non-Slipping Bowl Device; Steel Spring Instead of Rubber Ring.

**Hand Separators:**  
22, 45, 65 and 110 gallons.

**Power Separators:**  
155, 265 and 500 gallons.

**General Agents Wanted**

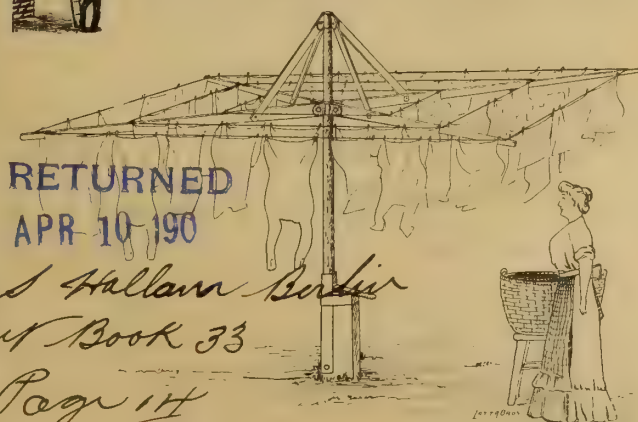
Write direct to

**ALEXANDRA SEPARATOR CO.,**  
65, 67, 69 Mount Pleasant,  
LONDON, W.C., England.

## The Waggoner Extension Ladder

STILL MAINTAINS ITS PLACE AS

**The Only Satisfactory Extension Ladder.** Others come, are tried, and go, but the Waggoner remains. We admit that others undersell us. Our aim never was to be the lowest in price, but to be **the best.** Our ladder is the best.



**FIRST,** because it is the **SAFEST.** Made always of the best material and reinforced with steel at every point, it has above all that prime need of a ladder, **SAFETY.**

**SECOND,** being so reinforced with steel it can be made, and is made, very much lighter than any other ladder of anything like equal strength.

**THIRD,** being so light it is very easily handled, a man easily putting up a 24-foot ladder with one hand.

**FOURTH,** the design and make of our patent steel lock is such that it gives perfect safety with the greatest ease and handiness in working.

You need ladders for spring **EAVETROUGHING** and **SPRING TRADE.**

## THE "DAVIS" CLOTHES LINE REEL FOR THE YARD

This is a comparative novelty but is taking well. It is really a good thing, the simplest and best we have seen. It is an American invention of which we have acquired the Canadian Rights. You will find both these articles listed regularly in **HARDWARE AND METAL** in current market quotations. Write us for Price List and Circulars.

**The Waggoner Ladder Co., Limited, London, Ont.**

WESTERN CUSTOMERS please write Messrs. **E. H. BRIGGS & CO., L'T'D, WINNIPEG,** our Western Agents.



GILBERTSON'S

COMET

Agent: ALEXANDER GIBB, Montreal.

Brand Galvanized Sheets

are of high quality, but LOW in price—for a guaranteed sheet.

Makers: W. GILBERTSON & CO., Limited  
Pontardawe, South Wales.

## SPRINGS

ALMOST ANYTHING IN THIS LINE

Small DROP FORGINGS

Submit Samples or Specifications for Prices.

THE WALLACE-BARNES CO., - - BRISTOL, CONN.

IMPORTERS, ATTENTION

Save money by consigning your importations direct to destination and pay through freight charges only. Have your goods cleared and distributed by

Turnbull &amp; Henderson

Customs Brokers, Forwarding and Distributing Agents,  
Vancouver, B. C. Satisfactory service given

WORK AND  
PRICES  
RIGHT  
**GALVANIZING** ONT.  
WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

**PRIEST'S CLIPPERS**  
BALL BEARINGS Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA  
Wiebusch & Hilger, Limited, special New York  
representatives, 9-15 Murray Street.

## PAGE "ACME" NETTING

150-foot roll, 4 feet high.....\$4.00  
150-foot roll, 5 feet high..... 5.00  
150-foot roll, 6 feet high..... 6.00

For poultry and garden. Better than old style. Of local dealer or us. Freight paid.  
**THE PAGE WIRE FENCE CO. LIMITED** 208  
Walkerville, Montreal, Toronto, Winnipeg, St. John.

CUT PRICES

LOADED TRAP SHELLS

Best English Manufacture.

Quality equal to American.

Nos. 12, 16 and 20 Gauge.

In lot of 4 cases, \$12.50 per 1,000	} Packed 25 in Box, 500 in case.
" " 10 " 12.00 "	
" " 20 " 11.50 "	

F.O.B. Montreal or Quebec. DELIVERY: First of July.

To benefit of these low prices orders must be given us before April 30.

COTE, BOIVIN &amp; CIE.

Wholesale Hardware.

CHICOUTIMI, QUE.



OUR AGENTS

**MESSRS. WAYLAND, WILLIAMS & DADSON**

28 BOARD OF TRADE BUILDINGS, MONTREAL

are carrying a stock of our goods and will be pleased to have your inquiries for Hex. and Square Cap Screws, Square Head Set Screws, Bright Washers, and Bright and finished Hex. Nuts. The quality is right, and we can give you good deliveries

**ACME LATHE & PRODUCTS CO., LTD.**

MANCHESTER.

**Clauss Brand**

FULLY  
WARRANTED



**TINNER SNIPS**

Steel Faced on solid steel.

Japan Handles, Highly Finished Blades  
Write for Trade Discounts

**CLAUSS SHEAR CO., 169 Spadina Ave., Toronto, Ont.**

**H. & R. SINGLE GUN AUTOMATIC AND NON-EJECTING**

12, 16 and 20 Gauge  
Steel and Twist Barrels

Superior in Design, Workmanship  
and Finish, and the most popular  
Gun on the Market.



Simplest  
"Take Down"  
Gun Made

HARRINGTON & RICHARDSON ARMS CO.  
Also makers of H. & R. Revolvers.  
Catalog on request. Worcester, Mass., U.S.A.

**New Metals Only**

New and old Brass, Copper, Lead, Zinc, etc., best prices.  
If you have any advise me.

**W. G. HARRIS**

31 William St., TORONTO

'Phone M. 1729 and 1730

Established 20 Years

**BUY DIRECT AND SAVE MONEY**

**COLD PRESSED NUTS**

Finished, Semi-Finished, Case-Hardened, Polished, Plated, etc.

CAP SCREWS  
SET SCREWS

THUMB SCREWS  
MACHINE SCREWS

Special Discounts to the Trade.

**CANADA FOUNDRY COMPANY, Limited**

HEAD OFFICE AND WORKS: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Calgary, Vancouver, Rossland.

**ABORIGINE RACES SMELTING IRON.**

IN these days of advancement one seldom finds smelting works conducted after the crude manner of the ancients, and it is difficult to realize that such places can still have an existence in a part of the world which is within twenty days of the great manufacturing centres of Europe. Yet to-day there is, in the hinterland of the British Colony of Lagos, West Africa, no more than three days' journey from the coast, a small village whose inhabitants have been engaged in the extraction of iron for generations past, and where the methods are the same, probably, as those practised by the earliest workers in this metal. There is no suspicion throughout the whole of this community of any modern improvements, and there is nothing to suggest in the character of their implements or appliances that they have been in any way influenced by suggestions from the outside world. The community consists of about 100 or 120 souls, and beyond the cultivation of a few acres of provision grounds for their daily requirements, the whole of them—men, women, and children down to the ages of five or six—are occupied in the mining, smelting, etc., of iron. They have followed this avocation, as a separate tribe, apparently for generations, though not always in the same neighborhood. The raw material is excavated with the aid of a rude pick. The smelting consists firstly in roasting it over a fire of green timber. The quantity of ore on each fire hardly exceeds a barrowful. The next morning the ore is pulverized in an ordinary wooden mortar. This is done by women and children, who seem to take to this work as soon as they are strong enough to wield the pounder. The poundings are screened until there is nothing remaining in the mortar, the sieve consisting of a native-made basket, rather openly woven. The walls of the sheds are of clay daub, but owing to the arrangements adopted there is little chance of the wooden roof becoming ignited by the flames from the cupola. The principal feature of the interior is the cupola, which stands about the centre of the shed. It is built entirely of clay in mass. The process of smelting occupies a period of about thirty-six hours. A cupola is charged about daylight of one day, and is drawn off shortly after sunset of the following day. The weight of each pig of smelted metal as the yield of each operation would be, as near as one could judge, between 70 lb. and 80 lb.



# STOVES AND TINWARE.

## Catalogue Houses and Cheap Goods.

A LOCAL paper from an Ohio town shows up the catalogue house goods—especially stoves—in excellent shape. It will pay every hardware dealer to read the following article, and if possible, get his local paper to publish it. The facts are indisputable, and if people generally understood them there would be less trouble with the catalogue trade. The following is the article from The Leader-Dispatch of Piqua, Ohio:

Isaac Ulery of New Carlisle is a general merchant who is greatly affected by mail order houses. He has made a study of the goods shipped into his locality and his observations are worthy of attention by all readers.

Local merchants have surely learned that much trade they should have is supplied by Chicago firms who are catching the public with cheap goods at cheap prices.

Among other facts Mr. Ulery states that he had talked with large manufacturers in regard to the class of goods handled by mail order houses. They all told him that in the first place the mail order houses take all the seconds the factories have, and order more, directing that the weight be lightened or less work done on the goods, or anything to cheapen them.

Mr. Ulery cited the well-known binding twine and sewing machine examples. In the former the manufacturer testified that the catalogue house made the price and he made the twine to suit the price offered. Of course the twine was dear at any price. Sewing machines are quoted from \$6.80 up. If you order one of the \$6.80 kind you will receive several letters wanting you to try the better ones. They say they will sell you a machine for \$18 as good as the local dealer charges \$35 for. Local dealers have machines from \$12 to \$35 with liberal discount for cash. No standard makes of machines are sold cheaper one place than another.

It is on stoves or other articles in which there is much iron or steel that the mail order house practice their greatest deception. They offer a stove that appears like a standard make, \$18 to \$22 stove for \$8. If they have a stove for \$8 or \$10 as good as the one the local dealer sells for \$16 or \$18, the latter would gladly buy them by the carload of Mr. Mail Order house. But they haven't. They have undersized, light-weight, pot metal, make-shifts

that a local dealer wouldn't dare to handle.

The difference in weight between a first-class hard coal burner, and a mail order burner said to be just the same, is 215 pounds, which at 7 cents a pound, the price of outside castings, would make \$17.05. Scrimping is done in the nickel parts that cost from 15 to 20 cents a pound. Then there is the difference in workmanship and material, the one party trying to make the very best goods that money and skill can produce and the other trying to see how cheap he can turn out his goods. Then must be figured the freights, drayage, mounting, blacking, extra pipe, damper and delivering. Very often, says Mr. Ulery, we have to go out and close up a flue hole, or pull the pipe out of a flue hole a little, and a great many other things that we have to look after which adds on hard coal stoves or ranges from \$3 to \$5 each. If you will buy the same goods under the same conditions your home merchant can take better care of you than one several hundred miles away.

Mail order stoves are made in foundries where the molders suffer no discounts for poor castings. Once poured the molder's work is done and he is paid for it. Defective castings all enter into stoves. If there are big air holes in them they are plugged with rivets and the small holes are filled with gumbo, a preparation that answers the same purpose for the stove maker that putty supplies for the carpenter or painter.

There are very few people that always have the cash to pay for goods. It comes handy to have a home merchant. Then give him a fair show by giving him your cash when you have it. The home merchant helps you in trying to give you your money's worth as he expects to see you again. He helps to consume your produce or to find a market for it. He is asked for contributions to help build churches and many other things which you would not think of going to Chicago and asking. In Chicago some time ago a careful inspection was made of goods handled by mail order houses. They handle some good goods, but most of them are very cheap and dear at any price.

A stove example has come within the knowledge of the Miami Union. A woman bought a stove of a Chicago mail order house for \$7.65. It weighs 145 pounds and has a 14-inch oven. Without any intention of decrying her

choice, we ask that anyone think for a moment of a cookstove weighing 145 pounds. The lightest one we found in a large hardware store in Troy was 270 pounds and the dealer isn't proud of it nor lavish of his recommendations. He calls it a cheap stove. He will sell it for \$11.70. It has an 18-inch oven—four inches wider than the other—but that only half tells it, for the 18-inch oven is almost square, while the 14-inch one loses a third of its length for practical use by the fire-box being over the front end of it. The Chicago stove is sold sight unseen. In mere weight alone (and remember good castings cost 7 cents a pound) the Troy stove has an advantage of more than twice the metal for only a half more money. The cost is over a cent a pound in favor of the Troy stove. But, after all, the real test is in quality. There are castings sold for a cent or two cents a pound. They are old iron recast, and dear at any price—pot metal that will stand neither strain nor fire.

## X South African Tin Mines.

The Bushveld Tin Mining Corporation are a new Johannesburg, South African concern, capitalized at \$1,500,000 to work tin mines in Bushveld, Enkeldoorn, Zusterhoek and Rietfontein, in Pretoria. The main lode which this concern will work is well defined and shows a pretty pure grade of cassiterite; in some trenches the lode is split up into stringers separated by fine-grained country rock, and again in other places, sporadic outcrops are found.



**COVERT MFG. CO.**  
West Troy, N.Y.

**Auto Screw Jack**

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE



**SOLARINE**  
—A—  
**GREAT POLISH**  
FOR METALS.

If you don't know it, it will pay you to write for information.

**H. F. FALKINER, Sales Agent.**  
60 George St., TORONTO

**Oakey's**     The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Cansisters

**'WELLINGTON'**

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**  
MANUFACTURERS OF  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:  
**JOHN FORMAN, 644 Craig Street**  
**MONTREAL.**



## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Don't book your order for Lanters until you see our improved COLD BLAST LANTERN and get our prices for 1905. We lead, others follow.  
**E. T. WRIGHT & CO. - HAMILTON, ONT.**



This design a guarantee of quality.

## FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF  
Will Carry All Kinds Of Packages Safely to Destination

WRITE US FOR  
SAMPLES AND PRICES

**CANADA PAPER CO.**  
Toronto LIMITED Montreal

### YOU WILL FIND

*I think,  
my prices on*

## Door and Gate Wire Springs THE LOWEST

WRITE and ASCERTAIN.

Quality the BEST.

**J. A. HENDERSON, Board of Trade, MONTREAL**

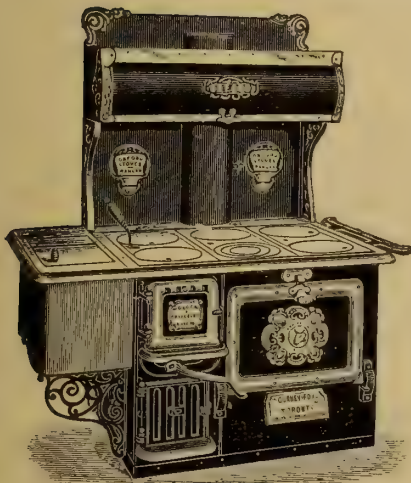
## Grumbling

—not a bit of it—only expressing surprise to think that there are some hardware dealers still selling wood window screens when they can get better ones—all metal—at not a penny more cost.

We have a circular about it.

**C. M. CUTTS & CO., Sole Makers, Toronto Junction, Ont.**

# THE OXFORD CHANCELLOR RANGE



is the result of years of experience in range-building. It is complete in every detail, and handsome in appearance. Your customers will be pleased with it as soon as they see it, and you can easily clinch the sale by a short explanation of its principal features.

The body of the Oxford Chancellor Range is made of the very best quality of steel sheets, to which is closely riveted an asbestos interlining. The oven is very large, with drop oven door fitted with springs.

It can be fitted with grates for burning either coal or wood.

We would like to tell you more about the range; won't you write for details?

## THE GURNEY FOUNDRY CO., LIMITED

TORONTO—WINNIPEG—VANCOUVER

—CORRESPONDENTS:—

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, QUE.  
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, ALTA.



# BUILDING AND CONSTRUCTION

## Wood Fibre Plaster.

**A**TENTION is directed to the advertisement in another column of Granite Wood Fibre Plaster, for which G. F. Stephens & Co., Limited, are the distributing agents in Manitoba and the Northwest Territories. This plaster appears to be as far in advance of the hard wall plaster extended with sand as the latter was ahead of the old lime-and-sand article bound together with hair. The Granite Wood Fibre Plaster is a combination of gypsum and wood fibre, which gives it double covering power without increasing the weight. It is all ready for use by adding cold water, and, in ordinary Summer weather or in a moderately warm building, sets ready for second coating in two days. Any person, who has had to keep a building heated for a month in the Fall or Winter to dry out the plaster, will appreciate this point in its favor.

Then again, a square yard weighs only 12 or 13 lbs., about half the weight of the old kind. Hence, particularly on ceiling work, a man is able to put on double the quantity of the ordinary kind in a day. It sets like stone and, being held together by the wood fibre, it can be cut or sawn and nails can be driven in or out in the same manner as an ordinary board. Owing to the admixture of wood fibre, the plaster is a non-conductor of heat and cold as well as of sound, and a house plastered with it will be cooler in Summer and warmer in Winter.

While the initial cost is rather higher than for the ordinary hard wall plaster, yet, because of the larger surface which may be covered in a day and other advantages enumerated above, the increased expense is more than counterbalanced.

## Building in Montreal.

**T**HE value of the building permits issued during March in Montreal was unusually large. That given for new buildings alone, was \$345,650, against \$100,215 in February, \$27,490 in January, and \$7,770 in March last year.

The total for new buildings and repairs was \$462,220, against \$121,450 in February, \$37,870 in January and \$134,194 in March last year.

Among the largest amounts were the following:

Mount Royal Club, building on Sherbrooke street, \$120,000.

H. Vineburg, factory, Windsor street, \$55,000.

Royal Victoria Hospital, repairs, \$35,000.

Extension to Dufferin Square School, \$25,000.

Lymburner & Mathews, factory on St. Francois street, \$20,000.

Alterations in St. Lawrence Hall Hotel, \$19,000.

Alterations to office building, 55 St. Francois Xavier street, \$16,000.

D. Hatton, factory corner Craig and St. Louis, \$15,000.

Martin Eagan, dwellings, Hotel de ville street, \$13,000.

Emery Choquette, dwellings on Hotel de Ville street, \$10,000.

F. Labelle and Z. Lassard, dwellings on Park avenue, \$8,000.

N. Poirier, dwellings, 107 St. Catherine street, \$8,000.

Gravel Estate, repairs, 524 Craig street, \$6,000.

Emery Chaumont, dwellings, Dorion street, \$6,000.

Catholic Sailors' Club, repairs, 13 to 15 St. Peter street, \$4,500.

John Watson & Son, building, 167 to 173 Wellington street, to cost \$4,300.

Mrs. D. Yuile, factory, 627 Craig street, \$4,000.

Mrs. F. X. Buprey, building, 994 St. Andre street, \$2,800.

C. H. Winch, stores, 26 McGill College avenue, \$2,000.

A. Duperrault, dwelling, corner Dorchester and St. Mark streets, \$2,000.

J. T. Barlow, dwelling and store, 140 Peel street, \$2,000.

Israel Nantel, dwellings, Dorion street, \$3,300.

Thos. Collins, dwellings, Hutchison street, \$14,000.

S. D. Vallieres, dwellings, Lafontaine Park, \$6,500.

D. Germain, dwellings, St. Denis street, to cost \$7,000.

A. Asselin, dwellings, Logan and Dufresne streets, \$3,500.

## New Foundry at Collingwood.

**T**HE Collingwood Shipbuilding Co. has opened a new foundry. The building itself is built of stone, brick and iron with cement footings and is substantial in every way. It has a frontage of 164 feet on Huron street with a depth of 120 feet. One half is devoted to foundry purposes and the other half to the machine room. The foundry is installed with a modern blast furnace of 100 tons' capacity. Core ovens, electric cranes and everything that is necessary to handle the heaviest class of work in the most expeditious and economical way. The machine shop will be complete in every particular as soon as the whole of the machinery at present in the boiler shop is placed in position. There is also an electric crane in this department.

## Building Notes.

A new Catholic church is to be erected at Uptergrove.

Ker & Goodwin, Brantford, are to build a new factory.

A \$10,000 school will be erected at Balden, Man., this season.

W. C. Robinson will erect a large brick residence at Hartney, Man.

Wm. Thurston, Vancouver, has secured a permit for a \$10,000 building.

H. Rankin will build a brick block on King street, Prescott, this Spring.

J. Rigby, Regina, is advertising for tenders for a 12-room brick and stone school.

The Wilson Paper M'fg. Co., Montreal, will erect a large warehouse at Winnipeg.

New Anglican and Presbyterian churches will be built at Ninga, Man., this year.

Robinson Co., Limited, Winnipeg, are building an extension to their departmental stores.

The Hudson Bay Knitting Co., Winnipeg, are to erect a four-storey brick and stone warehouse.

A new Presbyterian church to cost \$18,000 will be built at Bank and Argyle streets, Ottawa.

The superstructure of the International Harvester Co.'s big warehouse in Winnipeg is being constructed.

Brown & Rutherford, Winnipeg, will build an extensive addition to their planing mill this season.

The brickwork on the Royal Crown Soap Co.'s addition to its factory in Winnipeg is up to the fourth storey.

The implement warehouse being erected by the Co-operative Machine Co. at Miami, Man., is nearing completion.

Contracts for the new Broadway Methodist Church, Winnipeg, to be erected at a cost of \$85,000, have been let.

The Winnipeg Rubber Co. have decided to erect a large building on the corner of Princess street and McDermot, opposite the Stobart block.

Another new warehouse, six-storeys high, with a basement, is to be erected in Vancouver for Messrs. Robert Kelly and Frank Burnett, Sr.

Robert Clohecy, Hamilton, has been granted a permit for a brick house at the corner of Wentworth and Wilson street, for Mrs. J. W. Gordon, to cost \$2,100.

The steel work of the immense building of the Canada Car Co., Montreal, has been completed, and contracts have been let for the concrete work. The structure will be 1,010 feet in length.

Ald. Allan, Hamilton, will build a brick house on MacNab street, between Colborne and Mulberry, to cost \$2,000, and another on Murray street, between MacNab and James streets, to cost \$2,000.

It is stated that a new music hall, capable of seating 3,000 people, is likely to be built in the City of Montreal in the near future. It is estimated that the new building will cost in the neighborhood of \$3,000.

Word has been received from Victoria Falls, South Africa, by the British South African Co., of London, England, announcing that the bridge over the Zambesi River, which is to be the highest bridge in the world, was linked up on Saturday morning, April 1st.

With incredible swiftness the C.P.R. has flung another bridge across the Saskatchewan River at Saskatoon. It is a masterly piece of work. Large gangs of men had to be continually employed night and day rebuilding the twenty-nine bents which were recently carried away by the turbulent Spring floods. The task was completed on



# "DOMINION BRAND"

## TARRED FELT

(THE OLD RELIABLE QUICK SELLER)

# ROOFING PITCH

## COAL - TAR

WHEN YOUR  
TRADE DEMANDS

# THE BEST

ROOFING  
MATERIALS

CONSULT THE WELL-KNOWN MANUFACTURERS

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

## Steel Roofing and Siding, \$2.00 per 100 Sq. Ft.

Painted red on both sides. Most durable and economical covering for Roofing or Siding, for Residences, Houses, Barns, Elevators, Stores, Churches, Poultry Houses, Cribbs, e.c. Easier to lay and will last longer than any other covering. Cheaper than wood shingles or slate. No experience necessary. A hammer and snips are the only tools required. It is semi-hardened high grade steel. **Brick or Stone Siding at \$2.00 per 100 Square Feet. Pedlar's Patent Steel Shingles at \$2.50 per 100 Square Feet.** Also Corrugated Iron, Painted or Galvanized, in sheets 96 inches long. Beaded and Embossed Ceilings. V-Crimped Roofing. 2000 designs of Roofing, Siding and Ceilings in all grades. Thousands of buildings through the Dominion covered with our Sheet Metal Goods making them

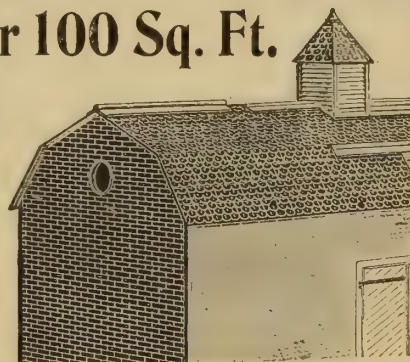
### FIRE, WATER AND LIGHTNING PROOF.

Send in your order for as many squares (10 x 10 feet) as you require to cover your new or old building. The very best roofing for this climate. We can supply Eave Trough, all sizes, Corrugated or Plain Round, Conductor Pipes, Shoes, Elbows, Spikes, Tubes.

All goods shipped day after order is received. We are the largest concern of the kind under the British Flag. Established 1861. Capital Invested \$150,000.00.

**PEDLAR PEOPLE, OSHAWA, ONTARIO, CANADA.**

Eastern Warehouse—767 Craig St., Montreal, Quebec.



## GURNEY CYLINDER LOCKS

For one thing these locks are just as good as the best imported locks.

Why should they not be?

We are disposed to think them better because better finished.

However, the point we insist upon is that there is no need to buy foreign-made locks.



## GURNEY CYLINDER LOCKS

Another reason why the hardware dealer should sell these locks is that they are decidedly lower priced than foreign-made locks that are not one particle better. Price is a good argument when it comes to a tender.

Send for our catalogue.

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**HAMILTON**

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Vancouver—The Gurney, Tilden Co., Limited

#### AGENCIES:

Montreal—Nicoll & Barr, 35 St. Peter St.  
St. John—Nicoll & Barr, 38 Dock St.



54



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WEATHER-PROOF,  
ROT-PROOF,  
FIRE-PROOF.

*Send for  
Samples*

**A VERY  
SALABLE  
ARTICLE**

*Best Prices  
to Trade*

All material complete in each Roll.

**LUXFER PRISM CO., LTD., 100 KING ST. W., TORONTO.**

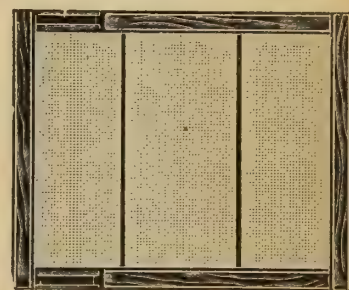


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LATEST AND BEST DESIGNS IN  
**Refrigerators, Screen  
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Send for our catalogue which tells all about them.

IT WILL PAY YOU.

**THE SANDERSON-HAROLD CO.,**  
PARIS. - ONT. Limited



Perfection  
Window Screen.

# MAXIMUM LIGHT GLASS

**TWENTY-ONE ANGLES OF MAXIMUM LIGHT GLASS**

are available to meet the requirements of varying building conditions. The angle for one situation won't do for an entirely different condition of things. Don't you see, then, how MAXIMUM LIGHT GLASS differs from the common prismatic or corrugated glass and equals in efficacy the expensive, but no better devices that are exploited to-day

MAXIMUM LIGHT GLASS can be cut, glazed and mounted in Lead, Copper or iron intersecting bars, from architect's special designs.

*Sample Free.*

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**

Glass Importers and Manufacturers.

Sole Canadian Agents.



# INDUSTRIAL GOSSIP

HARDWARE AND METAL would be pleased to receive from any authoritative source industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news, etc. All such correspondence will be treated as confidential when desired.

**F**ORT WILLIAM has been chosen the lake terminal of the Grand Trunk Pacific, and land values are soaring towards the clouds. Fort William had the advantage over Port Arthur on account of the large amount of lands available, which would allow room for expansion for the next 100 years. It is believed that the Canadian Pacific influenced the G.T.P. in the selection, as with two companies at that point large dredging concessions can be procured from the Government, besides making the Mission River navigable. The site chosen for the terminals is on the Indian reserve property, south of the Kaministiquia. Work will commence at once. There are about 3,000 acres involved, about half being level land, the remainder being taken up by Mount McKay. The limits of Fort William will be extended to take in the territory and a bridge connection made. The G.T.P. will enter Fort William midway between the C.P.R. and C.N.R. The town will pay the railway company \$300,000, the final payment of \$100,000 when the company has spent \$900,000.

A large stove manufacturing concern is looking for a site at Port Arthur.

The Composite Brick Co. will establish a plant to make pressed brick at Regina.

The Cyclone Fence Co., Toronto, is negotiating with Woodstock for a factory site.

Kelly Bros., stone cutters, Winnipeg, are installing a large electric crane and other machinery.

Brantford is trying to induce the Canadian Wringer Co. to establish a factory in that city.

The Canada Wood Manufacturing Co., of Farnham, Quebec, has secured a large order for cane-seated chairs from Cuba.

There is a prospect of the Dennis Wire and Iron Co. removing from London to Berlin. The latter place is to vote on the proposition very shortly.

The chair factory at Listowel, which was closed down for some time, is to be taken over by the Huebner Co., of Berlin. The negotiations have been completed, but the vote on the by-law has still to be taken.

Brockville capitalists have organized what will be known as the St. Lawrence Engine Co., to manufacture gasoline engines and launches. It has a capital stock of \$40,000, and will be in operation next month.

An expert engineer has been employed in Chicago to prepare plans for blast furnaces which are to be established at Port Arthur, and the work of opening up the mines at Atikokan will be proceeded with as soon as a force can be organized.

The Canada Iron and Foundry Co., Limited, St. Thomas, Ont., has just moved into its new shops, which comprise a main foundry building 76 x 600 feet, a warehouse 40 x 130 feet; a shipping room 32 x 70 feet, besides a ma-

chine shop, power house, and office building.

The customs receipts of the Dominion for the nine months ending with March were \$30,916,179, compared with \$30,163,283 for the same time last year, an increase of \$752,916. The receipts for the month of March were \$3,694,161, an increase of \$134,909 over March, 1904.

Assessment Commissioner Forman, Toronto, has received another application for a factory site on Ashbridge's Marsh, from a large industry employing 100 hands. The firm state that they will be in a position to employ 200 hands in one year after commencing operations in the city. Several other concerns are also after sites in the same district.

Morrisburg has passed two by-laws to raise money to provide for the development of 1,100 horse-power and rapid plant canal and converting the same into electrical power for the purposes of furnishing power to factories, and to grant free power, water and light to J. Wesley Allison, of New York, for establishing a tinplate and sheet industry.

A new saw mill and sulphite plant will be erected at Swanson Bay, B.C. After the manufacture of pulp is well under way, it will be shipped to England. The saw mill will have a capacity of 40,000 feet per day and the sulphite plant will be capable of producing from 35 to 40 tons of sulphite pulp daily. It is the intention of the company—the Canadian Pacific Pulp and Paper Co.—to erect a paper mill in connection with the above plants.

There is a move on to amalgamate the three big rubber companies—the Canadian Rubber Co., the Gutta Percha Rubber Co., of Toronto, and the Granby Rubber Co. Several meetings have taken place between Messrs. Warren, Miner and Sir Montagu Allan and others, but the deal is still in abeyance, and so far nothing has come to a head. The people who recently undertook the big cotton company amalgamation are interested in the scheme.

Development work has commenced at Fort Frances by the Koochiching Power Co. The first work to be done will be placing the big coffer dams, which will require four million feet of timber, after which the dam will be constructed; the latter alone will require 50,000 barrels of cement; this with the mills and works will take another 50,000 barrels. The total expenditure will run over \$3,000,000, employing 300 men. The machinery consisting of steam hoists, engines, derricks and cranes, are arriving daily, the first car being now unloaded. This will make Fort Frances a busy place the next two years.

The Imperial Steel and Wire Co.'s plant at Collingwood is working night and day. The company has enough business booked to keep the plant busy till June. Their machines are of the most modern type, and run through the dies about 450 feet of wire every minute of the working day. The company in-

tend to make a specialty of cement-coated wire nails for box purposes. A secret method of coating will be used, whereby the heating of the nail will in no way destroy its strength. The present output of the nail mill is about twenty-five tons a day. A complete keg plant has been put in which will meet all the company's needs in that line.

The bonus of \$250,000 offered by the City of Sydney, Cape Breton, two years ago to any company which will start a shipbuilding industry in the city within three years, is being sought by a company recently formed. This company not only intends to erect a shipbuilding plant capable of turning out one 15,000-ton steamer every year, but will also build a floating dry dock which will hold an 8,000-ton vessel, and keep a wrecking steamer stationed at the port. The company guarantees to spend \$1,000,000 before the bonus is claimed, but no provision is made for its property reverting to the city should the plant at any time be closed down through mismanagement or otherwise.

The Munro Wire Works, of New Glasgow, N.S., have placed an order for the necessary steam plant for their Winnipeg branch factory with the Robb Engineering Co., of Amherst. The Ruggles-Coles Engineering Co., of New York, have ordered from the Robb Co. a 350-horse-power Corliss engine and two 175-horse-power boilers for the cement works being built at Sydney, C.B. The Robb Co. is also building two 125-horse-power boilers for the Lethbridge Electric Co., of Lethbridge, Alberta. The Restigouche Lumber Co., recently organized to operate a large wood-working factory at Dalhousie, N.B., have ordered a steam plant from this progressive Amherst company.

## COMPANIES INCORPORATED.

Simplex Engine Co., Limited, Toronto, share capital \$50,000, purpose to manufacture steam and gas engines, etc. The directors are: V. L. Rice, H. L. Rogers, G. C. Edwards, A. Allan, and A. H. Edwards, all of Toronto.

Stratford Brick Tile and Lumber Co., Limited, Stratford, share capital \$40,000, purpose to deal in building materials. The directors are: C. F. Keller, J. Keller, J. D. Monteith, C. H. Davies, and F. B. Deacon, all of Stratford.

Peterborough Boiler and Radiator Co., Peterborough, share capital \$40,000, purpose to manufacture boilers, radiators and plumbers' supplies. The directors are: E. F. Mason, A. Parker, R. G. Sturgeon, W. S. Davidson, and S. V. Sturgeon, all of Peterborough.

International Oil and Gas Co., Limited, Ingersoll, share capital \$200,000, purpose to develop gas and oil wells. The directors are: A. Campbell, R. L. Aldrich, and A. MacLaren, all of Detroit and J. B. MacLaren, of Ingersoll, and W. R. McMullen, of Woodstock.

Haug Bros. & Nelleremoe Co., Limited, Winnipeg, share capital \$100,000, purpose to manufacture all kinds of machinery. The directors are: I. J. Haug, N. A. Nelleremoe, of Fargo, North Dakota; L. J. Haug, E. E. Sharpe, T. L. Metcalfe, and D. A. Stackpoole, all of Winnipeg.

Hagersville Light & Fuel Co., Limited, Hagersville, share capital \$40,000, purpose to develop oil and gas properties and supply power for heating and lighting. The directors are: D. J. Almas, S. W. Howard, Chas. Stringfellow, J. C. Ingles, and W. Swayzie, all of Hagersville.



STREET PAVING and SIDEWALKS a SPECIALTY

## SILICA BARYTIC STONE CO.

OF ONTARIO Limited

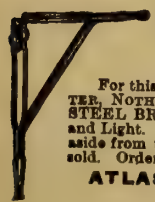
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Ingersoll, Ontario.

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Ask for quotations for  
Septic Tanks.

Water Proof Floors for  
Malt Houses, Brew-  
eries, Slaughter Houses  
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lar, Stable Floors, etc



## Will Hold Up a Shelf!

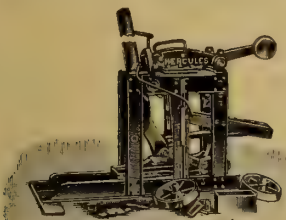
That's what a shelf bracket is for.

For this purpose there can be NOTHING BET-  
TER, NOTHING CHEAPER than the BRADLEY  
STEEL BRACKET. It is well Japanned, Strong  
and Light. The saving in freight is a good profit,  
aside from the lower price at which the goods are  
sold. Order direct or through your jobber.

ATLAS MFG. CO.,

New Haven, Conn., U.S.A.

## Bricks! Bricks! Bricks!



If you know of  
anyone intending  
to make bricks,  
induce him to use  
one of our

**Hercules  
Handpower  
Press**

IT WILL PAY YOU

No previous experience needed.

**BOSSON BROS., Engineers**

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BRUSSELS (Belgium)

Cable Address "FORWARD BRUSSELS."  
Indents through European merchants.

A PERMANENT  
and Handsome Roof.



## Arrow Brand Asphalt Ready Roofing

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

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Sole agents being appointed in each district. Write to-day.

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Metal Lath should be sold by the Hardware dealer.

We want to sell through the Hardware dealer.

We'll stand by him, support him, protect him.

What we want just now is a request for a sample of **PERFECT Metal Lath**  
WILL YOU NOT SEND FOR IT TO-DAY?

**THE PEDLAR PEOPLE**

OSHAWA, ONT.

Eastern Warehouse, 767 Craig St., Montreal



The 50-foot Awning we made for Ryrie Bros., Diamond Merchants, Toronto.

**AWNINGS**—for House, Store or Factory—any size. Quotations cheerfully furnished. When writing give measurements

## GET YOUR AWNINGS

Nothing like getting your orders in early, if you want the Awning early. Just a point to remember here—we make our Awnings with thorough care to every detail. We are always glad to give quotations, but never get down to a low price quoted by someone else through lowering the quality of our work—we prefer to miss an order, rather than turn out a poor job. The result is that firms who want a good Awning entrust their orders to us—Ryrie Bros. Toronto, for example.

**WM. BARTLETT & SON, 16 ADELAIDE ST. W., TORONTO**

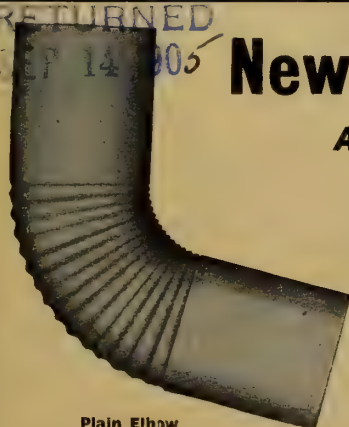
## New Conductor Elbows

AT SPECIAL PRICES

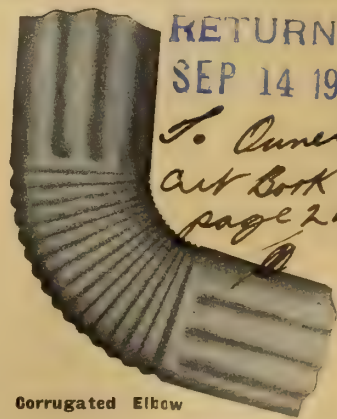
We make them any pitch with seam at front or back, and in lots of a gross or half gross in one shipment.

We are prepared to name attractive prices. This elbow is very strong and well made—*may we send you a sample by mail?*

Look up our advertisements in previous issues and do not forget that we make a full line of **SHEET METAL BUILDING MATERIALS.**



Plain Elbow



Corrugated Elbow

**METAL SHINGLE AND SIDING CO., LIMITED**

**Preston, Ont.**

WESTERN AGENCY, Ellis & Grogan, Calgary.

MANITOBA AGENCY, Clare & Brockest, Winnipeg.

MONTREAL AGENCY, J. B. Dagenais, 953 St. James St.











# Paterson's Wire Edged Ready Roofing

Fire-proof and Sanitary :  
Easy to put on :  
Hard to wear out :  
Don't cost much.

You have hundreds of Customers who require that kind of Roofing Material.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

<b>CONDUCTOR PIPE.</b>		<b>GAUGES.</b>		<b>HOOES.</b>		<b>Cabinet.</b>	
Plain or Corrugated.		Marking, Mortise, Etc.		Cast Iron.		Eagle, discount 30 per cent.	
2-inch .....	per 100 feet	Stanley's, discount 50 to 55 per cent.		Bird cage.....	per doz.	0 50	1 10
3 " .....	"	Wire Gauges.		Clothes line, No. 61..	"	0 00	0 70
4 " .....	"	Winn's, Nos. 26 to 33 .....	1 65 2 40	Harness.....	"	0 60	12 00
5 " .....	"	GILLET'S POWDERED LYE.		Hat and coat .....	per gro.	1 10	10 00
6 " .....	"	1-case, \$3.70; 3-case, \$3.60; 5-case and over,		Chandelier .....	per doz.	0 50	1 00
<b>CRADLES, GRAIN.</b>		\$3.50.		<b>Wrought Iron.</b>		<b>MACHINE SCREWS.</b>	
Canadian, discount 20 to 25 per cent.		<b>HALTERS.</b>		Wrought hooks and staples		Iron and Brass.	
<b>CROSSCUT SAW HANDLES.</b>		Rope, 1-inch .....	9 00	Canadian dis-		Flat head, discount 25 per cent.	
S. & D., No. 3 .....	per pair	Rope, 1 1/2-inch .....	12 00	<b>Wire.</b>		Round head, discount 20 per cent.	
S. & D., " 5 .....	"	Rope, 2 to 3-inch .....	14 00	Hat and coat, discount 60 per cent.		<b>MALLETS.</b>	
S. & D., " 6 .....	"	Leather, 1-inch .....	4 00	Belt .....		Tinsmiths' .....	
Boynton pattern .....	"	Leather, 1 1/2 " .....	5 20	Screw, bright, discount 62 1/2 per cent.		Carpenters', hickory, " .....	
<b>DOOR SPRINGS.</b>		Web .....	2 45	<b>HORSE NAILS.</b>		Lignum Vitae, " .....	
Torrey's Rod .....	per doz.	<b>HAMMERS.</b>		"P.B." Brand, 55 to 60 per cent.		Caulking, each .....	
Coil, 9 to 11 in. ....	"	Nail.		"C" brand, 40, 10 and 7 1/2 per cent. off list		<b>MEAT CUTTERS.</b>	
English .....	"	Maydole's, discount 5 to 10 per cent. Canadian		M.R.M. Co. brand, 55 per cent.		German, 15 per cent.	
<b>DRAW KNIVES.</b>		discount 25 to 27 1/2 per cent.		"Monarch," 50 and 7 1/2 per cent.		Gem .....	
Coach and Wagon, discount 50 per cent.		Tack.		"Peerless" 50 per cent. dis.		<b>MILK CAN TRIMMINGS.</b>	
Carpenters' discount 70 per cent.		Magnetic .....	1 10 1 20	<b>HORSESHOES.</b>		Discount 25 per cent.	
<b>DRILLS.</b>		Sledge.		F.O.B. Montreal		<b>NAILS.</b>	
Miller's Falls, per doz., net list.		Canadian .....	0 07 0 08	"P.B." brand, new pattern, base .....		2d .....	
<b>DRILL BITS.</b>		Ball Pean.		M.R.M. Co. brand, base .....		3d .....	
Morse, discount 37 1/2 to 40 per cent.		English and Canadian, per lb.	2 2 2 25	Add 15c. Toronto, Hamilton, Guelph.		4 and 5d .....	
Standard, discount 50 and 5 to 55 per cent.		<b>HANDLES.</b>		<b>JAPANNED WARE.</b>		6 and 7d .....	
<b>FAUCETS.</b>		Axe, 2nd growth, per doz. net	3 00 4 00	50 per cent.		8 and 9d .....	
Common, cork-lined, discount 35 per cent.		Store door .....	1 00 1 50	<b>PICKS.</b>		10 and 12d .....	
<b>EAVETROUGHS.</b>		Fork.		Star .....		16 and 20d .....	
10-inch .....	per 100 ft.	C. & B., discount 40 per cent., revised list.		<b>KETTLES.</b>		30, 40, 50 and 60d (base) .....	
<b>ELBOWS (stovepipe.)</b>		C. & B., discount 40 per cent., revised list.		Braas spun 7 1/2 per cent. discount off new list.		F.O.B. Toronto.	
5 and 6-inch, common .....	per doz.	American .....	1 00 1 25	Copper .....		Steel cut nails 10c. extra.	
Polished, 15c. per dozen extra.		Plane.	3 15 3 75	American, 60 and 10 to 65 and 5 per cent.		Miscellaneous wire nails, discount 75 per cent.	
<b>ESCUTCHEONS.</b>		Hammer and Hatchet.		<b>KEYS.</b>		Coopers' nails, discount 30 per cent.	
Discount 50 and 10 per cent., new list		Canadian, discount 40 per cent.		Lock, Canadian dis. 40 to 40 and 10 per cent.		<b>NAIL PULLERS.</b>	
<b>ESCUTCHEON PINS.</b>		<b>HANGERS.</b>		Cabinet trunk and padlock		German and American .....	
Iron, discount 40 per cent.		doz. pairs.		American .....		No. 1 .....	
<b>FACTORY MILK CANS.</b>		Steel barn door .....	8 00 10 00	<b>KNOBS.</b>		No 1573 .....	
Discount off revised list, 40 per cent.		Stearns, 4-inch .....	4 50	Door, japanned and N.P., per		<b>NAIL SETS.</b>	
<b>FILES AND RASPS.</b>		" 5-inch .....	6 00	doz. ....		Square, round and octagon,	
Great Western .....	70 and 10 per cent.	Zenith .....	9 00	Bronze, Berlin .....		per gross .....	
Arcade .....	70 " 10 "	Lane's covered—		Bronze, Genuine .....		Diamond .....	
Kearney & Foot .....	70 " 10 "	No. 11, 5-foot run .....	8 40	Shutter, porcelain, F. & L.		<b>POULTRY NETTING.</b>	
Disston's .....	70 " 10 "	No. 11 1/2, 10-foot run .....	10 80	screw .....		2-in. Mesh, 19 w.g., dis. 60 per cent.	
American .....	70 " 10 "	No. 12, 10-foot run .....	12 60	White door knobs .....		2-in. Mesh 16 w.g. and heavier, 50 p.c.	
J. Barton Smith .....	70 " 10 "	No. 14, 15-foot run .....	21 00	<b>HAY KNIVES.</b>		<b>OAKUM.</b>	
McClellan .....	70 " 10 "	Steel, covered .....	4 00 11 00	Net prices.		U. S. Navy .....	
Eagle .....	70 " 10 "	" track, 1 x 3-16 in (100 ft)	3 75	<b>LAMP WICKS.</b>		Plumbers .....	
Nicholson, 60 and 10 to 60, 10 and 5	"	" 1 1/2 x 3-16 in (100 ft) .....	4 75	Discount, 60 per cent.		<b>OILERS.</b>	
Royal .....	80 " 75 "	<b>HARVEST TOOLS.</b>		LADDERS, EXTENSION.		McClary's Model galvanized	
Globe .....	70 to 75 "	Discount 60 per cent.		Waggoner Extension Ladders, dis. 40 per cent.		oil can, with pump, 5 gallon,	
Black Diamond, 60 and 10 to 60, 10 and 5 per	"	S. & D. lawn rakes, Dunn's, 40 off.		<b>LANTEANS.</b>		per dozen .....	
cent.		" sidewalk and stable scrapers, 40 off.		Cold Blast .....		Davidson oilers, discount 40 per cent.	
Jowitt's, English list, 25 to 27 1/2 per cent.		" Maple Leaf and Premiums saw sets,		No. 3, "Wright's" .....		Zinc and tin, discount 50, 50 and 10 per cent.	
Nicholson File Co.'s "Simplicity" file handle,		" 40 off.		Ordinary, with O burner .....		Copper .....	
per gross 85c. to \$1.50		" saw swages, 40 off.		Dashboard, cold blast .....		Brass .....	
<b>GLASS.</b>		<b>HATCHETS.</b>		No. 0 .....		Malleable, discount 25 per cent	
Window. Box Price.		Canadian, discount 40 to 42 1/2 per cent.		Japanning, 50c. per doz. extra.		<b>GALVANIZED PAIRS.</b>	
Size United	Star	Shingle, Red Ridge 1, per doz. ....	4 40	<b>LEMON SQUEEZERS.</b>		Duferin pattern pails, discount 47 1/2 per cent	
Inches.	50 ft.	2, " .....	4 85	Porcelain lined .....		Flaring pattern, discount 47 1/2 per cent.	
Under 26 .....	3 80	Barrel, Underhill .....	5 00	Galvanized .....		Galvanized washtrubs, discount 47 1/2 per cent.	
26 to 40 .....	4 00	<b>HAT ENAMEL.</b>		King, wood .....		<b>PIECED WARE.</b>	
41 to 50 .....	4 50	Henderson & Potts' "Anchor Brand"		King, glass .....		Discount 40 per cent off list, June, 1899.	
51 to 60 .....	4 75	<b>RINGS.</b>		All glass .....		10-qt. flaring sap buckets, discount 40 per cent	
61 to 70 .....	5 00	Blind, Parker's, discount 60 per cent.		<b>LAWN MOWERS FOR 1905.</b>		6, 10 and 14-qt. flaring pails dis. 40 per cent.	
71 to 80 .....	5 30	Heavy T and strap, 4-in., per lb. ....	0 06 1/2	Woodyatt, 10 1/2-in., 14-in. cut \$ 8 50 to \$11 00		Creamer cans, discount 40 per cent.	
81 to 85 .....		" 5-in., " .....	0 06 1/2	Star, 9-in. " .....		<b>PICKS.</b>	
86 to 90 .....		" 6-in., " .....	0 06 1/2	Daisy, 8-in. " .....		Per dozen .....	
91 to 95 .....		" 8-in., " .....	0 06 1/2	Philadelphia, 7 1/2-in., ball bearing 13 25 to 18 00		<b>PICTURE NAILS.</b>	
96 to 100 .....		" 10-in., " .....	0 06 1/2	Grass Boxes .....		Porcelain head .....	
96 to 100 .....		Light T and strap, discount 65 and 5 per cent.		King Edw'd, 12-in., 14-in. cut 9 00 to 10 00		Brass head .....	
		Screw hook and hinge .....	4 50	<b>Horse Lawn Mowers, "Special."</b>		<b>PICTURE WIRE.</b>	
		6 to 10 in. ....	3 25	Discount, 50 per cent., with freight conces-		Tin and gilt, discount 75 per cent.	
		12 in. up .....	10 80	sions in quantity shipments.		<b>PINE TAR.</b>	
		Spring, No. 20, per gro. pairs .....	No. 5,	<b>Maxwell &amp; Sons</b>		1 pint in tins .....	
		Spring, Woodyatt pattern, per gro. ....	\$17.50; No. 10, \$18; No. 20, \$10.80; No.	10 1/2-in. high wheel .....		<b>PLANES.</b>	
		120, \$20; No. 51, \$10; No. 50, \$27.50.		9-in. ....		Canadian discount 40 per cent.	
		<b>HOLLOW WARE.</b>		8-in. ....		American discount 50 per cent.	
		Garden, Mortar, etc., discount 60 per cent.		Discount 50 per cent.		Wood bench, Canadian discount 40 per cent.	
		Planter .....	4 00 4 50	<b>LOCKS.</b>		Wood, fancy Canadian or America	
		Tinned cast, 35 per cent.		Canadian, 50 to 50 and 10 per cent.		40 per cent	
				Russell & Erwin, steel rim .....			



TURNER  
R 8 1905  
Book 33  
Page 6

**THE RENOWNED CARD SYSTEM**

NAME: Be...  
ADDRESS: 43 Montrose  
DATE: 1905

# What We'll Give You for \$1.50

- A 9" Solid Oak Tray. ....  
400 Horizontal Ruled Linen Cards, 5" x 3".....  
1 Set Alphabetical Indexes, a-z.....  
1 Set Daily Indexes, 1-31.....  
1 Set Monthly Indexes, Jan. to Dec.....

All  
for  
\$1.50

Just to demonstrate what can be done in stock-keeping, follow-ups, enquiries or quotations with our Card System.

ANYTHING IN BUSINESS FURNITURE WE HAVE IT.

## THE OFFICE SPECIALTY MFG. CO., LIMITED

Factories: Newmarket 97-105 Wellington St. W., TORONTO (near York)

<b>PLANE IRONS.</b>	
English .....	per doz. 2 00 5 00
<b>PLIERS AND NIPPERS.</b>	
Button's genuine, per doz. pairs, discount 37 1/2 to 40 per cent.	
Button's imitation, per doz.	5 00 9 00
German .....	0 60 0 60
<b>PRESSED SPIKES.</b>	
Discount 20 per cent.	
<b>PULLEYS.</b>	
Hothouse .....	per doz. 0 55 1 00
Axle .....	" 0 22 0 33
Screw .....	" 0 22 1 00
Awning .....	" 0 35 2 50
<b>PUMPS.</b>	
Canadian cistern .....	1 80 3 60
Canadian pitcher spout .....	1 40 2 10
<b>PUNCHES.</b>	
Saddlers .....	per doz. 1 00 1 85
Conductor's .....	" 3 00 15 00
Pinners, solid, .....	per set 0 72
" hollow, .....	per inch 1 00
<b>RAKES.</b>	
Wood .....	per doz. net 1 20 up.
<b>RAZORS.</b>	
Elliot's .....	per doz. 4 00 18 00
Geo. Butler's & Co. s. ....	4 00 18 00
Boker's .....	7 50 11
" King Cutter .....	13 50 18 50
Wade & Butcher's .....	3 60 10 00
Carbo Magneto .....	10 00
Griffon Barber's Favorite .....	10 75
Griffon No. 65 .....	13 00
Griffon Safety Razors .....	13 50
Griffon Stropping Machines .....	13 50
Lewis Bros "Klean Kutter" .....	8 50 10 50
Hindoo .....	10 50 14 00
Orgestom's Swedish .....	3 50 10 00
Henckel's .....	7 50 20 00
Clauss, 50 and 10 per cent.	
Clauss Strops, 50 and 10 per cent.	
<b>REGISTERS.</b>	
Discount 40 per cent.	
<b>RIVETS AND BURNS.</b>	
New List.	
Iron Rivets, black and tinned, 60 and 10 and 10 per cent.	
Iron Burns, discount 60 and 10 and 10 p.c.	
Copper Rivets, with usual proportion burrs, 45 per cent.	
Copper Burns only, discount 30 and 10 per cent.	
Extras on Tinned or Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.	
<b>RIVET SETS.</b>	
Canadian, discount 35 to 37 1/2 per cent.	
<b>ROPE, ETC.</b>	
Sisal .....	0 11
Pure Manila .....	0 14 1/2
"British" Manila .....	0 11
Cotton, 3-16 inch and larger .....	0 21 0 23
" 5-32 inch .....	0 25 0 27
" 1/2 inch .....	0 25 0 28
Russia Deep Sea .....	0 16
Jute .....	0 09
Lath Yarn, single .....	0 10
" double .....	0 10 1/2
Sisal bed cord, 48 feet, .....	per doz. 0 65
" 60 feet, .....	0 80
" 72 feet, .....	0 95
<b>RULES.</b>	
Boxwood, discount 70 per cent.	
Ivory, discount 20 to 25 per cent.	
<b>SAD IRONS.</b>	
Mrs. Potts, No. 55, polished, .....	per set 0 75
" No. 50, nickel-plated, .....	0 80
Common, plain, .....	4 50
" plated .....	5 50
<b>SAND AND EMERY PAPER.</b>	
B. & A. sand, discount, 40 and 5 per cent	
Emery, discount 40 per cent.	
Garnet (Ruton's), 5 to 10 per cent. advance on list.	
<b>SAP SPOUTS.</b>	
Bronzed iron with hooks .....	per 1,000 7 50
"Eureka" tinned steel, hooks .....	8 00
<b>SAWS.</b>	
Hand, Disston's, discount 12 1/2 per cent	
S. & D. discount 40 per cent.	
Crosscut, Disston's, .....	per foot 0 35 0 55
<b>S. &amp; D., discount 35 per cent. on Nos. 2 and 3.</b>	
Hacks complete, .....	each 0 75 2 75
" frame only, .....	each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.	
" mill and ice, drag, discount 30 per cent	
" cross-cut, discount 35 per cent.	
" hand saws, butcher, disc't 40 per cent	
" compass, pruning and back, discount 45 per cent.	
" buck, New Century .....	\$6 25
" No. 1 Maple Leaf .....	5 25
" Happy Medium .....	4 25
" Watch Spring .....	4 25
" common frame .....	4 00
<b>SASH WEIGHTS.</b>	
Sectional, .....	per 100 lb. 2 00 2 25
Solid .....	" 1 50 1 75
<b>SASH CORD.</b>	
Per lb. ....	0 28 0 30
<b>SAW SETS.</b>	
Lincoln and Whiting .....	4 75
Hand Sets, Perfect .....	4 00
X-Cut Sets, .....	7 50
<b>SCALES.</b>	
Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne—	
Imperial Standard, discount 40 per cent.	
Weight Beams, discount 35 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
" Richelieu, discount 55 per cent.	
Warren's new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weightbeams, discount 35 per cent.	
<b>SCREW DRIVERS.</b>	
Sargent's .....	per doz. 0 65 1 00
<b>SCREEN DOORS.</b>	
Common doors, 2 or 3 panel, walnut stained, 4-in. style, .....	per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, .....	per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....	per doz. 8 75
3-in. style 20c. per dozen less.	
<b>SCREWS.</b>	
Wood, F. H., bright and steel, discount 87 1/2 per cent.	
Wood, R. H., bright, dia. 82 1/2 per cent.	
" F. H., brass, dia. 80 per cent.	
" R. H., " dia. 75 per cent.	
" F. H., bronze, dia. 75 per cent.	
" R. H., " dia. 70 per cent.	
Drive Screws, dia. 87 1/2 per cent.	
Bench, wood .....	per doz. 3 25 4 00
" iron .....	4 25 5 00
Set, case hardened, dia. 60 per cent.	
Square Cap, dia. 50 and 5 per cent.	
Hexagon Cap, dia. 45 per cent.	
<b>SCYTHES.</b>	
Per doz. net .....	6 00 9 00
<b>SCYTHE SNATHS.</b>	
Canadian, discount 40 per cent.	
<b>SHEARS.</b>	
Clauss, nickel, discount 80 per cent.	
Clauss, Japan, discount 67 1/2 per cent.	
Clauss, tailors, discount 40 per cent.	
Seymour's, discount 50 and 10 per cent.	
<b>SHOVELS AND SPADES.</b>	
Canadian, discount 45 per cent.	
<b>SINKS.</b>	
Cast iron, 16 x 24 .....	0 85
" 18 x 30 .....	1 00
" 18 x 36 .....	1 40
<b>SNAPS.</b>	
Harness, German, discount 25 per cent.	
Lock, Andrews' .....	4 50 11 50
<b>SOLDERING IRONS.</b>	
1, 1 1/2-lb. ....	per lb. 0 37
2-lb. or over .....	0 34
<b>SQUARES.</b>	
Iron, No. 492 .....	per doz. 1 90 2 25
" No. 493 .....	2 40 2 55
" No. 494 .....	3 25 3 40
Steel, discount 60 and 5 to 65 per cent.	
Try and B. vel, discount 50 to 52 1/2 per cent.	

<b>STAMPED WARE.</b>	
Plain, discount 75 and 12 1/2 per cent. off revised list.	
Retinned, discount 75 per cent. off revised list	
<b>STAPLES.</b>	
Galvanized .....	3 00
Plain .....	2 80
Coopers', discount 45 per cent.	
Poultry netting staples, discount 40 per cent.	
<b>STOCKS AND DIES.</b>	
American discount 25 per cent.	
<b>STONE.</b>	
Washita .....	per lb. 0 28 0 60
Hindostan .....	" 0 06 0 07
" slip .....	" 0 09 0 09
Labrador .....	" 0 13 0 13
" Axe .....	" 0 15 0 15
Turkey .....	" 0 50 0 50
Arkansas .....	" 1 50 1 50
Water-of-Ayr .....	" 0 10 0 10
Scythe .....	per gross 3 50 5 00
Grind, 40 to 200 lb., per ton .....	25 00
" under 40 lb. " .....	28 00
" 200 lb. and over .....	31 00

<b>STOVEPIPES.</b>	
5 and 6 inch, per 100 lengths .....	7 00
7 inch .....	7 50
<b>TACKS, BRADS, ETC.</b>	
Carpet tacks, blued .....	80 and 15
" " tinned .....	80 and 20
" " (in kegs) .....	40
Cut tacks, blued, in dozens only .....	80
" 2 weights .....	60
Swedes cut tacks, blued and tinned—	
in bulk .....	80 and 10
in dozens .....	75
Swedes, upholsterers', bulk, .....	85, 12 1/2 and 12 1/2
" brush, blued and tinned .....	70
Swedes, gimp, blued, tinned and jappanned .....	75 and 12 1/2
Zinc tacks .....	35
Leather carpet tacks .....	55
Copper tacks .....	50
Copper nails .....	52 1/2
Trunk nails, black .....	65 and 5
Trunk nails, tinned .....	65 and 10
Clout nails, blued .....	65 and 5
Chair nails .....	35
Patent brads .....	40
Fine finishing .....	40
Lining tacks, in papers .....	10
" " in bulk .....	15
" " solid heads, in bulk .....	75
Saddle nails, in papers .....	10
" in bulk .....	15
Tufting buttons, 22 line, in dozens only .....	60
Zinc glaziers' points .....	5
Double pointed tacks, papers .....	90 and 10
" bulk .....	40
Clinch and duck rivets .....	45

<b>TAPE LINES.</b>	
English, ass skin .....	per doz. 2 75 5 00
English, Patent Leather .....	5 50 9 75
Chesterman's .....	each 0 90 2 85
" steel .....	each 0 80 8 00
<b>TINNERS' SNIPS.</b>	
Per doz. ....	3 00 15 00
Clauss, discount 35 per cent.	
<b>THERMOMETERS.</b>	
Tin case and dairy, 75 to 75 and 10 per cent.	
<b>TRAPS (steel).</b>	
Game, Newhouse, discount 25 per cent.	
Game, H. & N., P. S. & W., 45 and 5 per cent.	
Game, steel, 60 and 5 per cent.	
<b>TROWELS.</b>	
Disston's, discount 10 per cent.	
German .....	per doz. 4 75 6 00
S. & D., discount 35 per cent.	
<b>TWINES.</b>	
Bag, Russian .....	per lb. 0 27
Wrapping, cotton, 2-ply .....	0 24
" 4-ply .....	0 27
Mattress .....	per lb. 0 33 0 45
Staging .....	0 27 0 35
<b>WIRE.</b>	
Wright's .....	0 13 1/2
Brook's .....	0 12 1/2
Pipe Vise, Hinge, No. 1 .....	3 50
" No. 2 .....	5 50
Saw Vise .....	4 50 9 00

<b>Columbia Hardware Co.</b>	
Blacksmiths' (discount) 60 per cent.	
" barrell (discount) 45 per cent.	
<b>ENAMELLED WARE.</b>	
White, Princess, Turquoise, Blue and White discount 50 per cent.	
Diamond, Famous, Premier, discount 50 and 10 per cent.	
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.	
Premier steel ware, 40 per cent.	
"Star" decorated steel and decorated white 25 per cent.	
<b>WIRE.</b>	
<b>Smooth Steel Wire.</b>	
No. 0-9 gauge .....	\$2 25
10 " .....	6c. extra.
11 " .....	12c. "
12 " .....	20c. "
13 " .....	30c. "
14 " .....	40c. "
15 " .....	55c. "
16 " .....	70c. "
<b>Add 60c. for coppering and \$2 for tinning.</b>	
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, special heavy baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.	
<b>Fine Steel Wire, discount 27 1/2 per cent.</b>	
<b>List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17.</b>	
<b>Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.</b>	
<b>Brass wire, discount 60 per cent. off the list. Copper wire, discount 60 per cent. net cash 30 days, f.o.b. factory.</b>	
<b>Galvanized wire, per 100 lb.—Nos. 4 and 5, \$3.70 to \$3.70—Nos. 6, 7, 8, \$3.15 to \$3.15—No. 9, \$2.55—No. 10, \$3.20 to \$3.20—No. 11, \$3.25 to \$3.25—No. 12, \$2.65—No. 13, \$2.75—No. 14, \$3.75 to \$3.75—No. 15, \$4.30—No. 16, \$4.30. Base sizes, Nos. 6 to 9, \$2.37 f.o.b. Cleveland. In carlots 12c. less.</b>	
<b>Clothes Line Wire, regular 7 strand, No. 17, \$4.65; No. 18, \$2.90; No. 19, \$2.60. Hollow 6 strand, No. 17, \$4.30; No. 18, \$2.70; No. 19, \$2.35; No. 20, \$2.30, f.o.b. Hamilton, Toronto, Montreal.</b>	
<b>WIRE FENCING.</b>	
Galvanized barb .....	2 50 2 75
Galvanized, plain twist .....	2 50 2 75
Galvanized barb, f.o.b. Cleveland, \$2 30 to small lots and \$2 20 for carlots.	
<b>COILED SPRING WIRE.</b>	
HighCarbon, No. 9 .....	\$2 70
" No. 11 .....	3 35
" No. 12 .....	2 95
<b>WIRE CLOTH.</b>	
Painted Screen, per 100 sq. ft., net ..	1 50
<b>Terms, 2 per cent. off 30 days.</b>	
<b>WASHING MACHINES.</b>	
Round, re-acting, per doz. ....	56 00
Square .....	59 00
Eclipse, per doz .....	48 00
Dowsell .....	24 00
New Century, per doz .....	33 00
Connor Improved .....	33 00
Daisy .....	48 00
<b>WRINGERS.</b>	
Leader .....	per doz. 30 00 33 00
Royal Canadian .....	" 24 00
Royal American .....	" 24 00
Sampson .....	" 24 00
Lightning .....	" 27 00
<b>Terms, 4 months, or 3 per cent. 30 day</b>	
<b>WROUGHT IRON WASHERS.</b>	
Canadian make, discount 40 per cent.	



# Good Morrow

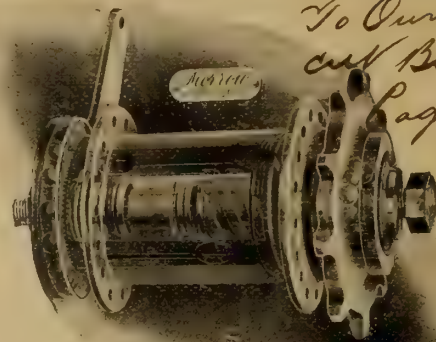
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JUN 15 1905

The Morrow Coaster Brake for bicycles has practically lost its identity as an optional feature of a modern wheel. No bicycle is considered complete without it. It can be attached to any of them.

## C.C.M. MORROW BRAKE

"It coasts up hill."

A good stock of these should be in every hardware store.



To Owner  
cut Book 36  
Page 53  
SP

WRITE FOR PARTICULARS AND CATALOGUES.

ACCESSORIES DEPARTMENT

## CANADA CYCLE & MOTOR CO., Limited

MAKERS OF THE WORLD'S BEST WHEELS

TORONTO JUNCTION

### INDEX TO ADVERTISERS.

<b>A</b>		<b>E</b>		<b>R</b>	
Acme Lathe & Products Co. ....	49	Enterprise Mfg. Co. ....	64	Ramsay, A., & Son Co. ....	10, 23
Alabastine Co. ....	43	Erie Specialty Co. ....	64	<b>S</b>	
Alexandra Separator Co. ....	47	<b>F</b>		Sadler & Haworth ....	outside back cover
American Shearer Mfg. Co. ....	48	Falkner, H. F. ....	50	Samuel, M. & L., Benjamin, & Co. ....	2
American Steel and Wire Co. ....	59	Foster Pottery Co. ....	20	Sanderson-Harold Co. ....	55
Armstrong Bros. ....	26	Frothingham & Workman. ....	9	Scott, Greenwood & Co. ....	43
Atlas Mfg. Co. ....	57	<b>G</b>		Sell's Commercial ....	54
Auer Light Co. ....	47	Gibb, Alexander. ....	48, 51	Seymour, Henry T., Shear Co. ....	10
<b>B</b>		Gies, Philip. ....	21	Sharratt & Newth. ....	10
Barnett, G. & H., Co. ....	outside back cover	Gilbertson, W., & Co. ....	48	Shaw, A., & Son. ....	10
Bartlett, Wm., & Son. ....	57	Glauber Brass Co. ....	21	Sherwin-Williams Co. ....	15
Berry Bros. ....	41	Greening, B., Wire Co. ....	7	Silberstein, A. L., & Co. ....	1
Birkett, Thos., & Son Co. ....	1	Grose, Walter. ....	45	Silica Barytic Stone Co. ....	57
Booth Copper Co. ....	54	Grove Chemical Co. ....	45	Skedden Brush Co. ....	41
Boss Machine Co. ....	8	Gurney Foundry Co. ....	51	Smith & Hemenway Co. ....	21
Bosson Bros. ....	57	Gurney, Tilden Co. ....	33	Solarine Metal Polish. ....	50
Bradstreet's. ....	64	Gutta Percha and Rubber Mfg. Co. ....	outside back cover	Standard Ideal Sanitary Co. ....	18
Bullard Automatic Wrench Co. ....	21	<b>H</b>		Standard Paint and Varnish Works. ....	43
<b>C</b>		Hanover Portland Cement Co. ....	54	Staniforth & Co. ....	8
Canada Brass Rolling Mills. ....	25	Harrington & Richardson Arms Co. ....	49	Stauntons Limited. ....	39
Canada Cycle and Motor Co. ....	62	Heinisch, E., Sons Co. ....	10	Stephens, G. F., & Co. ....	36
Canada Foundry Co. ....	49	Henderson, J. A. ....	51	St. George, H. E. ....	43
Canada Lion Furnace Co. ....	33	Henderson & Potts Co. ....	55	Summers, John, & Sons. ....	6
Canada Metal Co. ....	49	Hobbs Mfg. Co. ....	42	<b>T</b>	
Canada Paint Co. ....	44	Howland, H. S., Sons & Co. ....	17	Taylor-Forbes Co. ....	outside front cover, 52
Canada Paper Co. ....	51	Hyde, F., & Co. ....	33	Technical Books. ....	10
Canadian Aluminum Works. ....	25	<b>I</b>		Thompson, B. & S. H., Co. ....	inside back cover
Canadian Cordage and Mfg. Co. ....	9	Imperial Varnish and Color Co. ....	40	Thorne, R. E. ....	21
Canadian Fairbanks Co. ....	4	<b>J</b>		Turnbull & Henderson. ....	48
Canadian Rubber Co. ....	12	Jackson, C. F., & Co. ....	33	<b>U</b>	
Canadian Sewer Pipe Co. ....	20	Jardine, A. B., & Co. ....	21	United States Register Co. ....	23
Cavers Bros. ....	6	Jenking, A. O. ....	57	United Typewriter Co. ....	inside back cover
Clauss Shear Co. ....	49	Johnson's, Iver, Arms and Cycle Works. ....	16	Urica Drop Forge and Tool Co. ....	21
Consolidated Plate Glass Co. ....	45	Johnston, Rd., Clapham & Morris. ....	2	<b>W</b>	
Consumers' Cordage Co. ....	11	<b>K</b>		Wagoner Ladder Co. ....	47
Contract Record. ....	54	Kemp Mfg. Co. ....	12	Wallace Barnes Co. ....	48
Cote, Bolvin & Cie. ....	48	Kerr Engine Co. ....	20	Walter, E. F., & Co. ....	4
Covert Mfg. Co. ....	50	<b>L</b>		Welsh Tinplate & Metal Stamping Co. ....	4
Cutts, C. M. & Co. ....	51	Leslie, A. C., & Co. ....	33	Western Wire Nail Co. ....	10
<b>D</b>		Lewis Bros. & Co. ....	3	Wilcox Mfg. Co. ....	25
Davidson, Thos., Mfg. Co. ....	2	Lewis, Rice, & Son. ....	inside front cover	Winnipeg Paint and Glass Co. ....	37
Deseronto Iron Co. ....	33	Lockerby & McComb. ....	53	Wright, E. T., & Co. ....	51
Doda, P. D., & Co. ....	43	London Fence Machine Co. ....	37	<b>P</b>	
Dominion Wire Mfg. Co. ....	7	<b>M</b>		Page-Hershey Iron and Tube Co. ....	21
Dorken Bros. & Co. ....	outside front cover, 6	Mackenzie Bros. ....	37	Page Wire Fence Co. ....	48
Dowdell Mfg. Co. ....	26	Maple Leaf Harvest Tool Co. ....	5	Pateron Mfg. Co. ....	60
<b>E</b>		Mast, J. M., Mfg. Co. ....	10	Pedar People. ....	53
<b>F</b>		Maxwell, D., & Sons. ....	6	Penderby Injector Co. ....	23
<b>G</b>		Metal Shingle and Siding Co. ....	57	Phillips, Chas. D. ....	54
<b>H</b>		Metallic Roofing Co. ....	35	<b>R</b>	
<b>I</b>		Montreal Rolling Mills Co. ....	20	<b>S</b>	
<b>J</b>		Morton, B. K., & Co. ....	33	<b>T</b>	
<b>K</b>		Morrison, James, Brass Mfg. Co. ....	18	<b>U</b>	
<b>L</b>		Morrow, John, Machine Screw Co. ....	35	<b>V</b>	
<b>M</b>		<b>Mc</b>		<b>W</b>	
<b>N</b>		McArthur, Alex., & Co. ....	58	<b>X</b>	
<b>O</b>		McArthur, Corneille & Co. ....	41	<b>Y</b>	
<b>P</b>		McCaskill, Dougall & Co. ....	45	<b>Z</b>	
<b>Q</b>		McClary Mfg. Co. ....	26	<b>AA</b>	
<b>R</b>		McDougall, R., Co. ....	33	<b>AB</b>	
<b>S</b>		McGregor-Banwell Fence Co. ....	26	<b>AC</b>	
<b>T</b>		<b>N</b>		<b>AD</b>	
<b>U</b>		Newman, W., & Sons. ....	54	<b>AE</b>	
<b>V</b>		North Bros. Mfg. Co. ....	1	<b>AF</b>	
<b>W</b>		Nova Scotia Steel and Coal Co. ....	33	<b>AG</b>	
<b>X</b>		<b>O</b>		<b>AH</b>	
<b>Y</b>		Oakey, John, & Sons. ....	50	<b>AI</b>	
<b>Z</b>		Office Specialty Mfg. Co. ....	61	<b>AJ</b>	
<b>AA</b>		Oneida Community. ....	9	<b>AK</b>	
<b>AB</b>		Ontario Silver Co. ....	6	<b>AL</b>	
<b>AC</b>		Ontario Tack Co. ....	14	<b>AM</b>	
<b>AD</b>		Ontario Wind Engine and Pump Co. ....	48	<b>AN</b>	
<b>AE</b>		O-S-Ezy Mfg. Co. ....	45	<b>AO</b>	
<b>AF</b>		Owen Sound Wire Fence Co. ....	7	<b>AP</b>	
<b>AG</b>		<b>P</b>		<b>AQ</b>	
<b>AH</b>		Page-Hershey Iron and Tube Co. ....	21	<b>AR</b>	
<b>AI</b>		Page Wire Fence Co. ....	48	<b>AS</b>	
<b>AJ</b>		Pateron Mfg. Co. ....	60	<b>AT</b>	
<b>AK</b>		Pedar People. ....	53	<b>AU</b>	
<b>AL</b>		Penderby Injector Co. ....	23	<b>AV</b>	
<b>AM</b>		Phillips, Chas. D. ....	54	<b>AW</b>	



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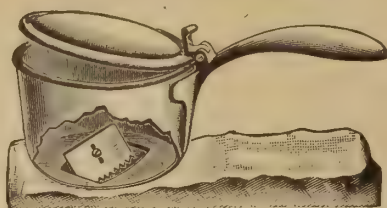
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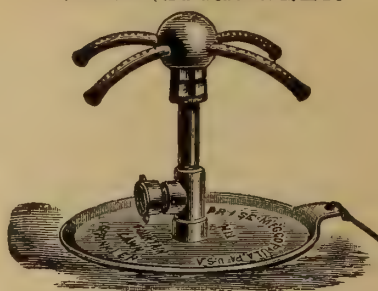
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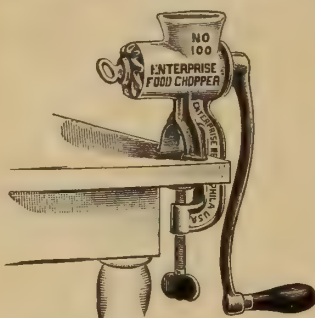
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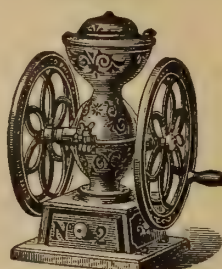
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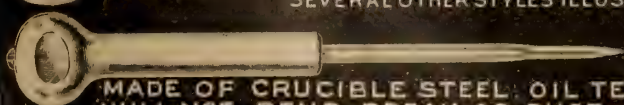
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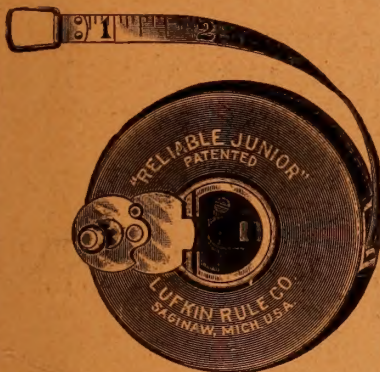


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